

PACIFIC PULP *and* PAPER INDUSTRY

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Volume 2
Number 6

MAY, 1928

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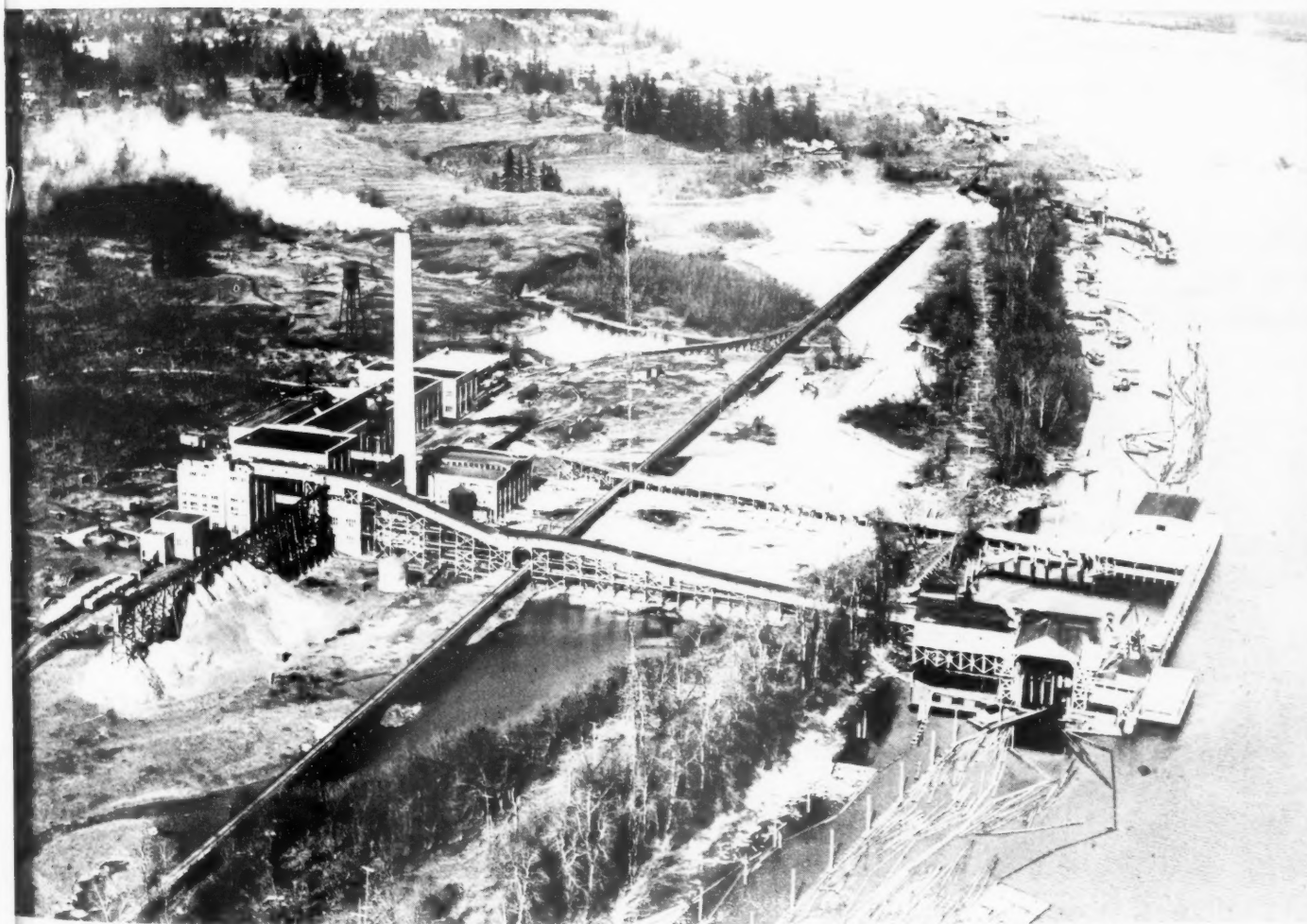


Photo Aerial Survey, Portland, O.

ST. HELENS, OREGON

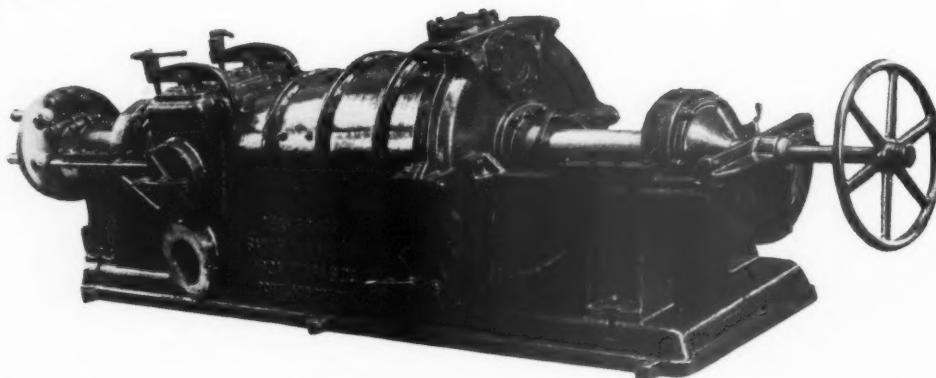
A Recent Photograph of the St. Helens Pulp & Paper Company's Kraft Paper Mill, Showing at the Further End the New Addition in Which the Jaite Company of Ohio Is Installing a Multiple-Wall Bag Factory

Nothing is apt to cost so much as a bearing that cost so little!

Another 1 of the
36
paper machinery
manufacturers
that uses **SKF**
bearings as
• standard •
equipment

You men who plan, build, use or pay for machines of any kind, remember this: It costs more to replace a poor bearing than to buy the best one that **SKF** ever produced. AND **SKF** ANTI-FRICTION BEARINGS ARE THE HIGHEST PRICED IN THE WORLD.

SMITH & VALLEY IRON WORKS CO.



Highest Priced Bearing in the World Best for Jordans Certified Proof Shows

TEN points of interest about this Jordan engine are listed by the manufacturer and right up front are—**SKF** Ball Bearings. For more than ten years this builder of pulp and paper machinery has been passing along to the ultimate user the many definite and proven advantages of **SKF** Bearings.

Under heavy loads and continuous duty,

SKF Bearings increase production, decrease 10 to 15 percent the H.P. input, and materially reduce lubricant and maintenance charges. Positive centering of the plug in the shell makes possible closer refinement of stock and longer life of knives. Certified Surveys made by independent engineers prove this. **SKF** is the only bearing manufacturer offering such proof. Ask for it.

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San Francisco

480 Burnside St.
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1114 South Hope St.
Los Angeles

2037

Ball Bearings - Roller Bearings

SKF



Pacific Pulp & Paper Industry is published monthly February to December, and semi-monthly in January, at 71 Columbia St., Seattle, Wash. Subscription: U. S. and Canada, \$4.00; other countries, \$5.00. Entered as second class matter May 20, 1927, at the Postoffice at Seattle, under the Act of March 3, 1879. Vol. 2, No. 6, May, 1928. Copyright, 1928, by Miller Freeman.

Thunder Bay utilizes Modern Methods



HERE you see the press section of the BELOIT Removable High Speed News Machine at the new Thunder Bay mill in Port Arthur, Ontario, Canada. This modern machine is equipped with the BELOIT patented Suction Couch Roll and BELOIT Suction Press Roll. It is designed to operate smoothly at 1200 feet of paper speed per minute. It is equipped with Timken bearings throughout.

New mills are quick to grasp modern methods, knowing that their operating costs will be greatly lowered. Speeding up production with the modern BELOIT Removable Fourdrinier has enabled many a mill to operate more profitably.

It will pay you to investigate the advantages of the "BELOIT."

The removable way is the modern way

BELOIT IRON WORKS, BELOIT, WIS., U. S. A.

Other Beloit Products

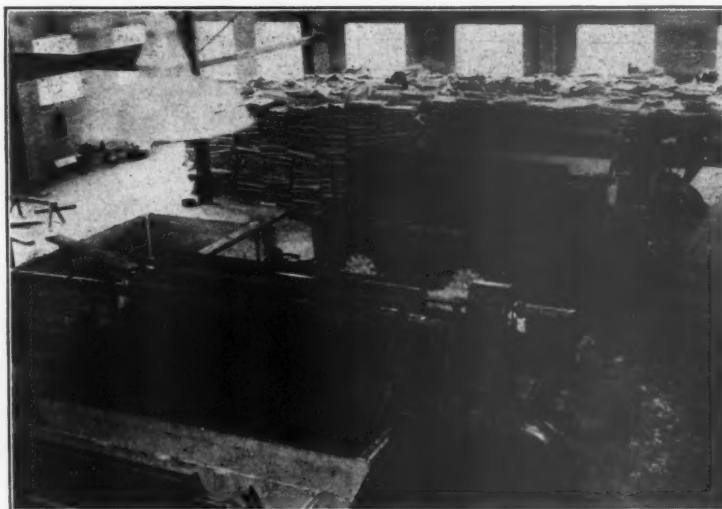
Cutters
Cylinder Machines
Drives for Paper
Machines
Winders and Slitters
Removable
Fourdriniers
Aldrich Patented
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Pasting Machines
Stuff Pumps
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The BELOIT



When writing to BELOIT IRON WORKS please mention PACIFIC PULP & PAPER INDUSTRY

Washing it With OLIVERS



That is what this Arkansas Kraft Mill is doing.

There are NINETEEN Oliver Washers—Lime Mud, Kraft Brown Stock, Bleach in Sulphite Mills—on order for Pacific Coast Mills.

Oliver Deckers—Ground Wood and Pulp—High Density Thickeners, Save-Alls are doing equally as good work and saving money for Paper Mills in the United States, Canada, Sweden, Finland, England and Japan.

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Timken Bearings Improve Design and Performance

The performance and economy curves stay up when a Timken-equipped motor is shifted from the floor to wall or ceiling; from any type of belt drive to any type of gear drive, or to a direct-connected job. So long as the work is within the motor's rating, the thrust and angular loads do not matter to Timken-equipped motors. For they are not only anti-friction, but *thrust-radial!*

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which makes Timken-equipped motors last for years on the very jobs where bearing life has hitherto been measured only in months.

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The way to the most improved motor design and performance is to specify Timken Bearings in every order for motors

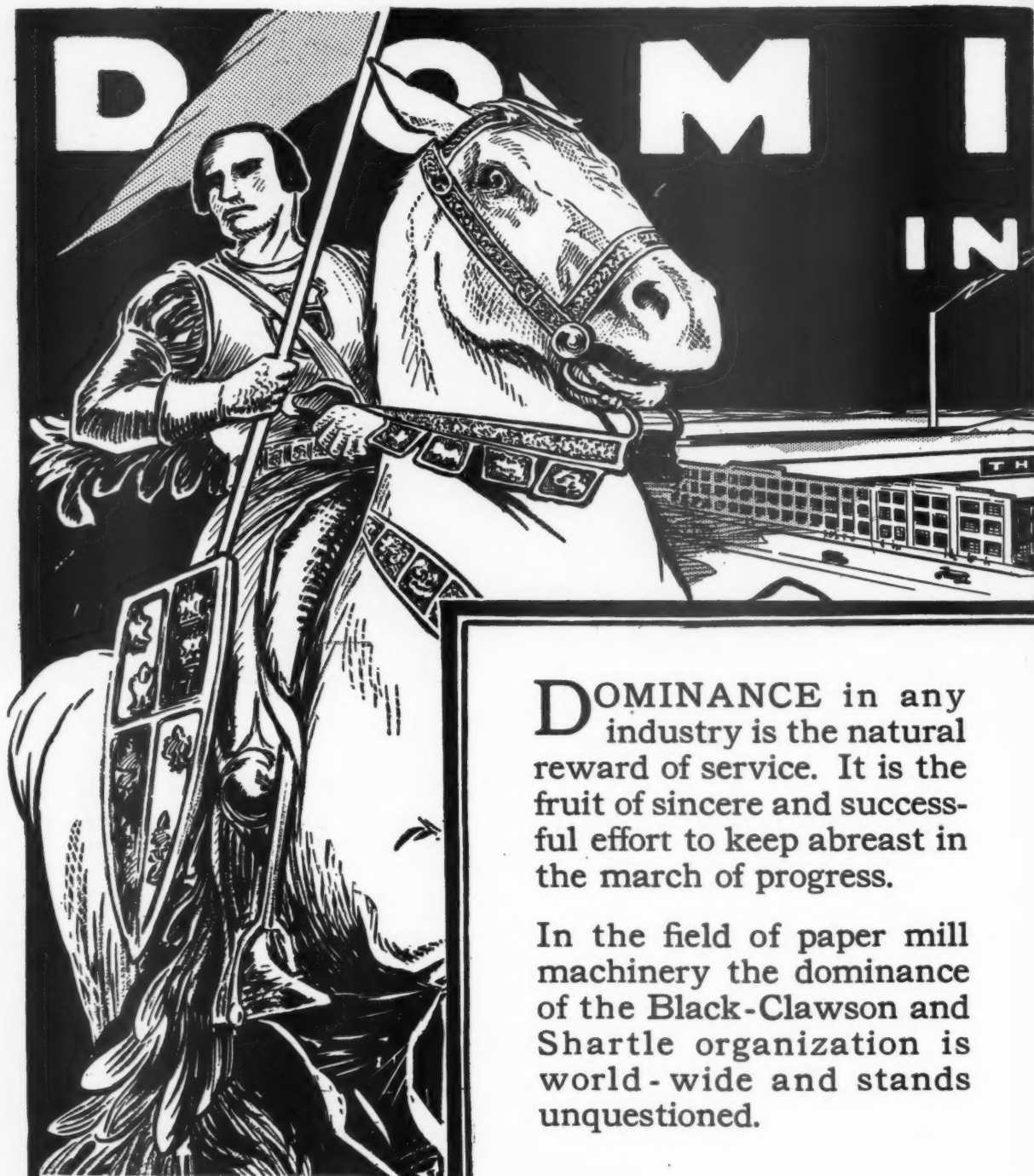
THE TIMKEN ROLLER BEARING CO., CANTON, OHIO

Timken Bearings effect an exclusive combination of results, through the exclusive combination of Timken tapered construction, Timken *POSITIVELY ALIGNED ROLLS*, and Timken electric steel.



TIMKEN
Tapered
ROLLER BEARINGS

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DOMINANCE in any industry is the natural reward of service. It is the fruit of sincere and successful effort to keep abreast in the march of progress.

In the field of paper mill machinery the dominance of the Black-Clawson and Shartle organization is world-wide and stands unquestioned.

BLACK-CLAWSON

VERTICAL DRYERS — CHAMPION FOURDRINIERS



HAMILTON, OHIO

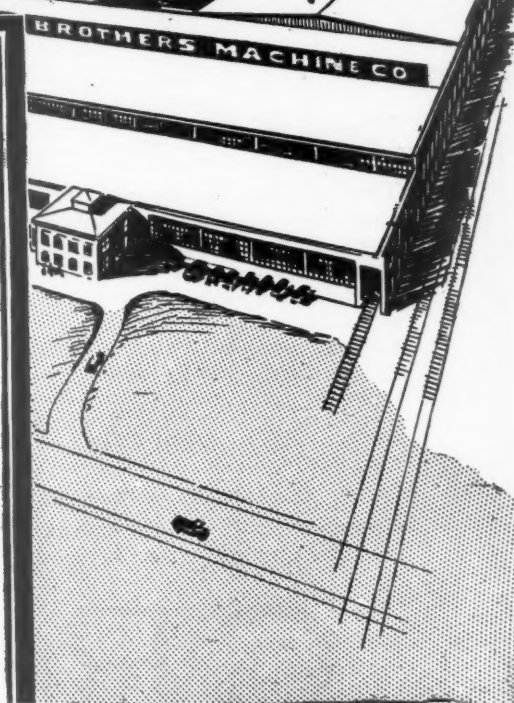
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N A N T

THE INDUSTRY



THROUGH no other single organization can you fill your requirements for practically all machinery necessary in the manufacture of paper, thereby centering in one outstanding company the responsibility for the successful operation of your equipment.



SHARTLE BROTHERS

DIVISION OF THE BLACK-CLAWSON COMPANY

MIDDLETOWN, OHIO



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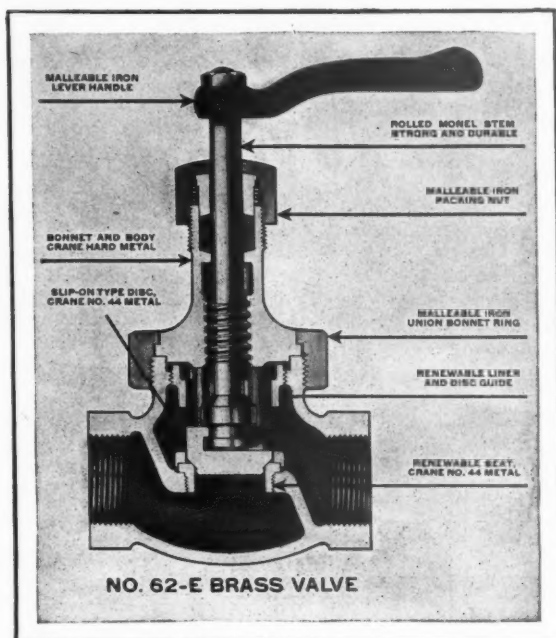
150 Pounds Pressure



CRANE VALVES



2500 Pounds Pressure



Durability plus minimum service interruption

The 62-E line of Crane brass valves meets conditions on superheated and saturated steam lines and at other points where usage, within and without, is especially rough and trying. They not only withstand such service but hold up under it for long periods. Points of design that enable them to do so are:—

1. Lever handle, stuffing nut, and union bonnet ring, of tough malleable iron, to take hard knocks.

2. Body and bonnet of Crane hard metal, a pure copper-tin bronze with great hardness and a tensile strength of 40,000 lbs.

per square inch, to withstand wear of a different kind.

3. Stem of strong, durable Monel metal.

4. Disc and seat of Crane No. 44 metal (nickel alloy), withstanding cutting action.

5. Inner parts likely to wear out, easily renewed. Disc slip-on. The seat too, quickly renewable.

6. Disc accurately guided in the body, whether valve is wide open, partly open, or closed; and the guiding liner easily renewed.

Write for Circular A. D. 38, fully describing these valves.

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DU PONT CROCEIN SCARLET CONC.
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These dyestuffs are particularly suitable for dipping plain and crepe tissues and for calender coloring. They possess excellent solubility, are extremely fast to light and when used alone or in combination will produce any of the seasonal shades.

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LOOK SOUTH

BASTROP, Louisiana: "Gator-Hide Kraft" four big machines, and Dilts New Type beating engines.

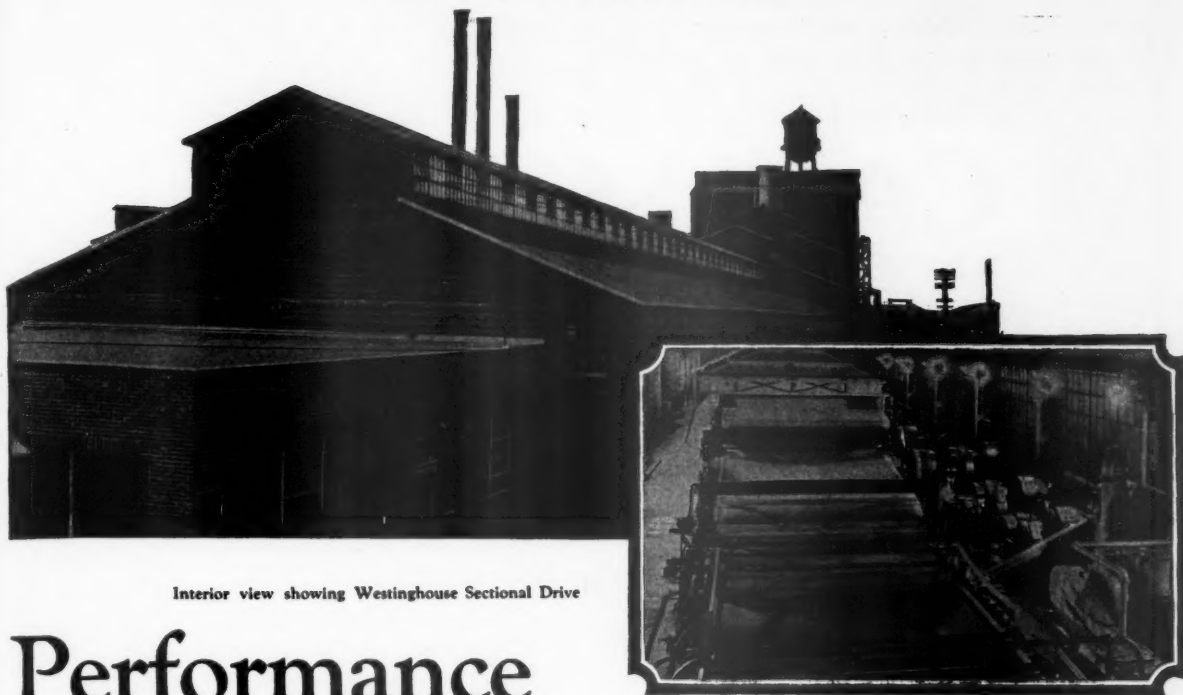
CAMDEN, Arkansas: [International Paper Co.] Two 212-inch Kraft Machines, and Dilts New Type Beaters.

HODGE, Louisiana: [Advance Bag Co.] Widest machine in the United States, 242-inch on Kraft, and Dilts New Type Beaters.

TUSCALOOSA, Alabama: [E-Z Opener Bag Co.] 230-inch Kraft Machine, and Dilts New Type Beaters.

*"Your paper is made
in your Beaters."*

—Dilts—
MACHINE WORKS, Inc. FULTON, N.Y.
EXPORT OFFICE - 15 PARK ROW - NEW YORK CITY



Interior view showing Westinghouse Sectional Drive

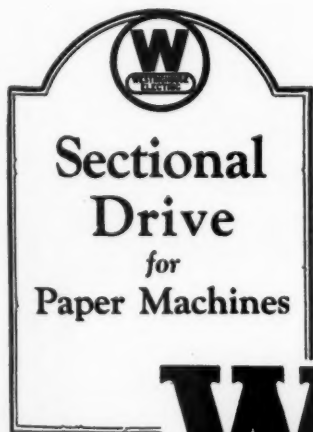
Performance that proves RELIABILITY

THE experience of the Columbia River Paper Mills, as reported in the Pacific Pulp and Paper Industry, clearly evidences the reliability of the Westinghouse Sectional Drive for paper machines. A news item in the November issue of this magazine, describing a new paper machine just placed in operation, says in part:

"Westinghouse Sectional Electric Drive is used, this drive being selected because of its excellent performance on the No. 1 machine . . . Westinghouse drive hung up a record for itself in maintenance and minimum loss of paper, the loss of time for one year being only one hour and 45 minutes."

Many paper mills are operating Westinghouse sectional drives and the number of repeat orders received from time to time proves their reliability.

Westinghouse Electric & Manufacturing Company
Seattle San Francisco Los Angeles



Westinghouse

When writing to WESTINGHOUSE ELEC. & MFG. CO. please mention PACIFIC PULP & PAPER INDUSTRY

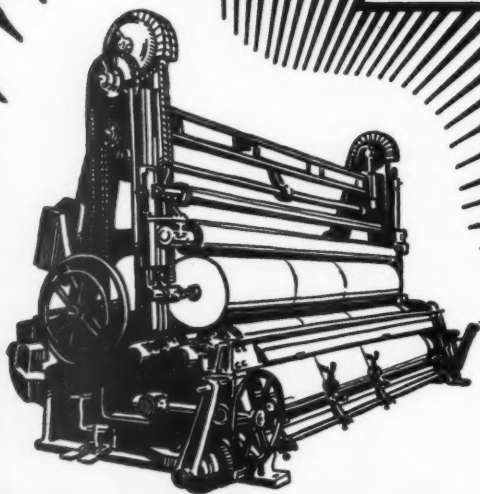
CAMACHINE

THE importance of the roll-winding operation definitely fixes the status of the Roll-Winder as an important piece of equipment in paper and board mills.

On the Roll-Winder depends whether due credit is done to all of the care and skill in bringing the web up to the reels. Good paper when wound into good rolls leaves nothing to regret, but the best of paper in poorly wound rolls serves to invite dissatisfaction.

*CAMACHINES are
Good Roll Winders*

CAMERON MACHINE COMPANY
61 Poplar Street, Brooklyn, New York, U. S. A.



-WN-

When writing CAMERON MACHINE Co., please mention PACIFIC PULP AND PAPER INDUSTRY.



80 H. P. Morse Silent Chain Drive from motor to 2 Jones Type Beaters. Speed Reduction—Driver, 460 r.p.m., Driven 85 r.p.m.

A Power Saver for Power Users

MANY paper and pulp mills are saving power by driving their machinery with Morse Silent Chains. Beaters, pumps, paper machines, shaker screens, blowers, etc.—whatever the type of service, Morse Drives will give dependable results.

Their adaptability to short centers makes convenient machine spacing possible. 98.6% sustained efficiency, positive, flexible. One-tenth or 5,000 H. P. the same economy is possible.

Morse Transmission Engineers are experienced in accurately applying the drive to the job. Consult the nearest office below in solving your power problems.

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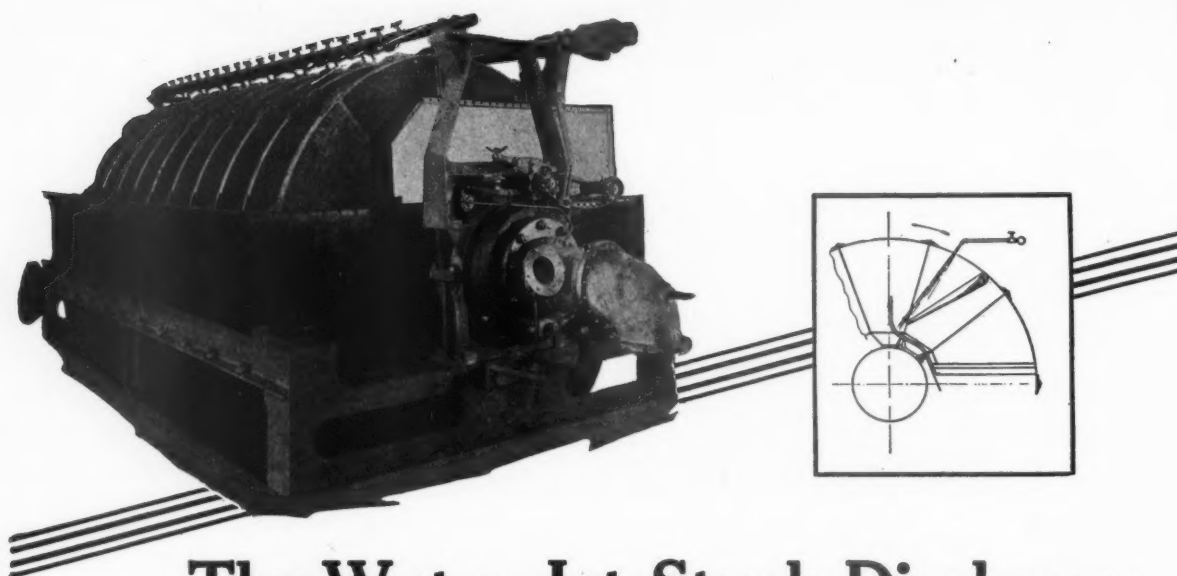
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1379



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The Water Jet-Stock Discharge for American Filters

"...infinitely superior"

THE new water jet-stock discharge for American Filters "sells itself".

Its advantages, its simplicity, its efficiency appeal to the operating man. In use now only a few months, it has called forth such comments as these—

"On my return to the mill this morning I find that Mr. — has got the headier fixture on the filter and it is working beautifully. I feel very enthusiastic about this arrangement and think there is no doubt whatever about its success. It is a very clever arrangement and infinitely superior to the old rolls and wipers formerly used. We will give this method of taking the sheet off a few days' trial before ordering a similar arrangement for the second

filter, although I am tempted to send you an order immediately without waiting to give the arrangement any further trial, as I feel perfectly sure that this water arrangement will be entirely satisfactory."

(Note—This letter was written on February 8th last. On February 14th, the second unit was ordered by telephone.)

Specifically, the advantages are: greater filtering capacity, more effective washing of filtering medium, cleaner wires, longer wire life. Nothing mechanical touches the wires.

This water jet discharge can be adapted to existing American Filter units. It will be on new units when they leave the shop.

For full details, write our nearest office.

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Main Office and Laboratory: Hazleton, Pennsylvania

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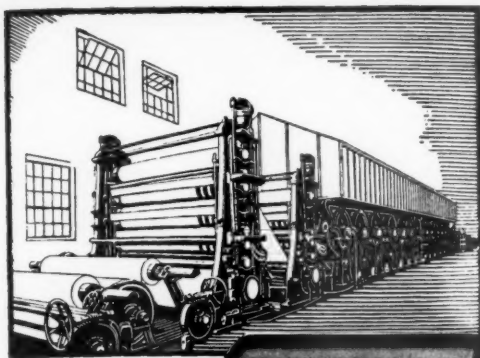
Los Angeles

Export Office: 25 Broadway, New York

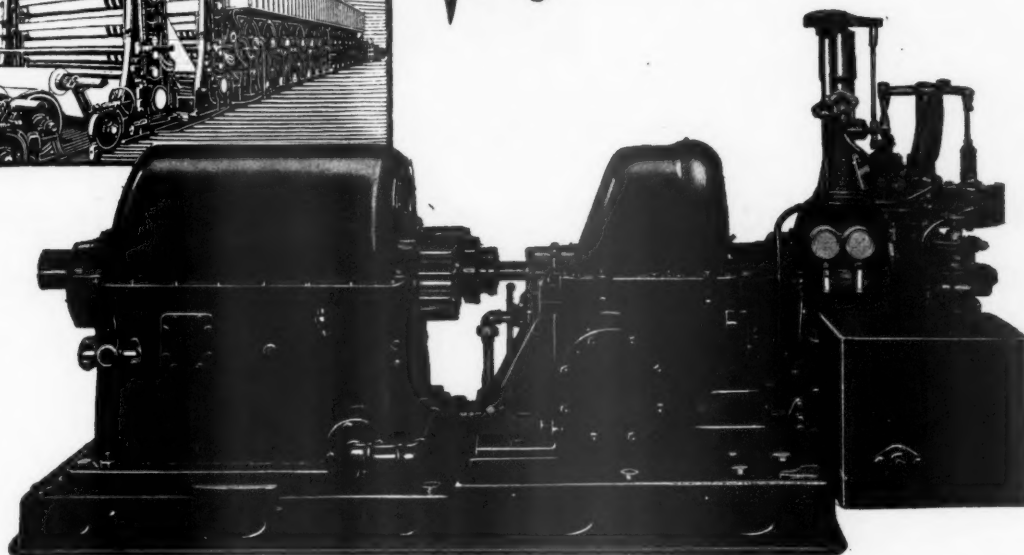
Code Address: Unifilter, New York

Pacific Coast Office: Central Bldg., Los Angeles, Cal.

When writing to UNITED FILTERS CORPORATION please mention PACIFIC PULP AND PAPER INDUSTRY



*A Mighty Good Drive
for Your Paper Machines*



G-E Mechanical-Drive Turbines

Ofttimes in remodeling a paper machine, the back line is too valuable to discard. Don't discard it—connect it to a G-E variable-speed, mechanical-drive turbine. You then obtain a most efficient drive, operating economy, close speed regulation over a wide range, and plenty of clean steam for your driers.

The St. Croix Paper Company, owning two paper machines with practically new back lines, installed two of these turbines when the engines had to be replaced. The work was easily and speedily done over a weekend and no loss of production was suffered. Since the installation of these new drives, all previous production records have been broken.

Recently one of the largest paper companies in the world placed a repeat order with General Electric for six of these turbines.

Your nearest G-E office will give you detailed information as to these paper-machine drives. Write or phone.



Where the back line can be discarded with no great loss, or where the installation of new paper machines is contemplated, specify G-E sectional drive. Each year, General Electric installs the largest number of new sectional drives on this continent.

175-11

GENERAL ELECTRIC

GENERAL ELECTRIC COMPANY, SCHENECTADY, N. Y., SALES OFFICES IN PRINCIPAL CITIES

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The Scientific selection of Wool—the improvement of Design—plus the added advantages of Kenwood TANNING Processes, create a very marked advance in

KENWOOD BOTTOM BOARD FELTS BOTH PLAIN AND SATIN WEAVE

These Felts are best meeting the requirements for Openness and Finish on the largest and most modern machines under the hardest conditions of Speed and Pull.

THE KENWOOD MEASURING WHEEL

(developed and patented by us)

is of greatest assistance to the Board Mill in improving running conditions, increasing Felt life and decreasing Felt costs. Its use quickly locates "bad pulls," points of strain and severe conditions.

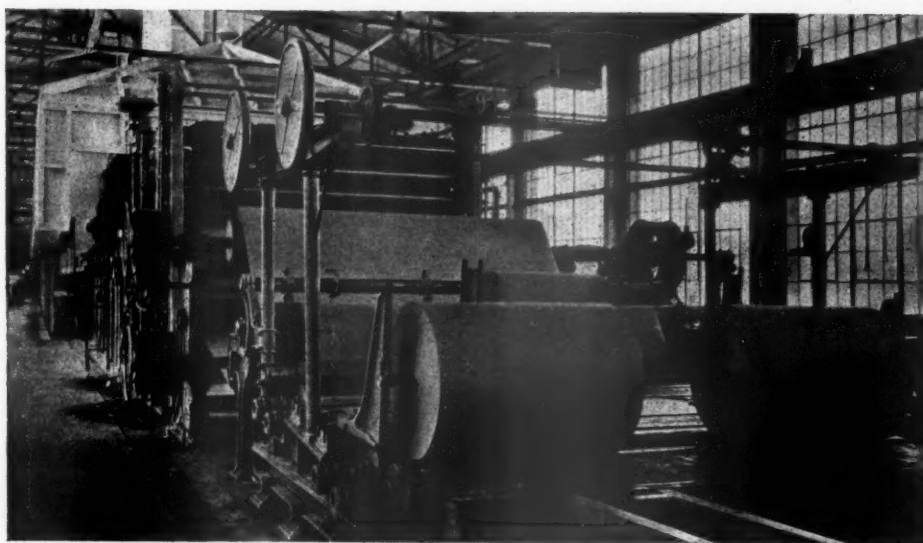
Description and price sent on request.

F. C. HUYCK & SONS

**KENWOOD MILLS
ALBANY, N. Y.**

**KENWOOD MILLS LTD.
ARNPRIOR, ONTARIO**

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Moore & White Heavy Type Four-Drum Winder

SELECTED BY

THE LONGVIEW FIBRE CO.

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For use on their New Board Machine

With this type of Winder perfectly wound rolls can be made without telescoping or wrinkling.

Tearouts can be made in independent rolls without affecting other rolls, thus eliminating waste and time piecing up.

Rolls of different diameters can be made at the same time from the web of paper made.

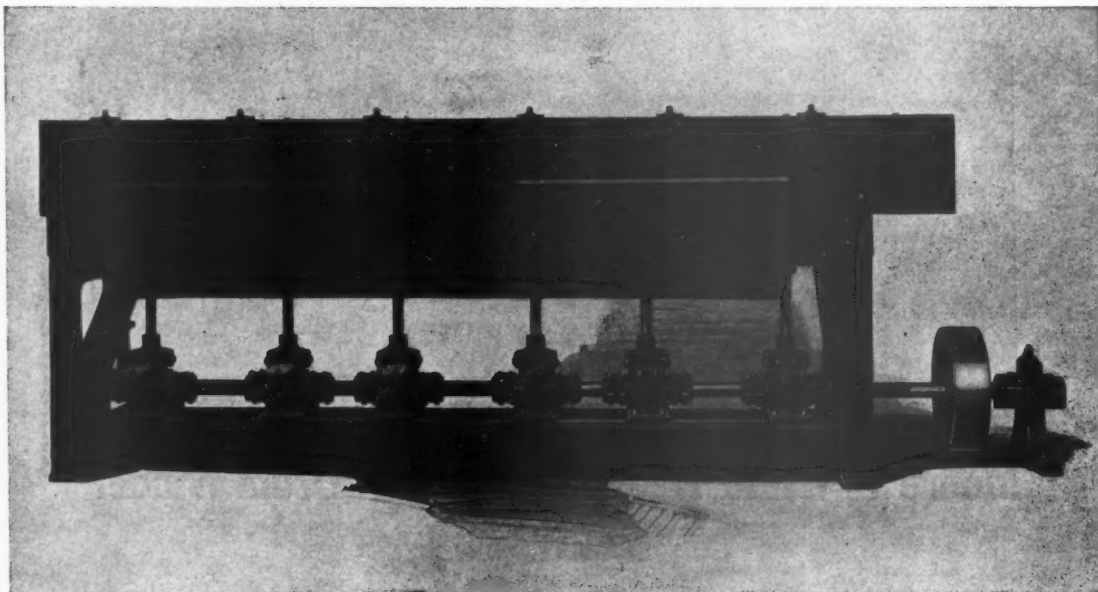
Plugged rolls can be wound on independent collapsible shafts any diameter, or cores of any size or description can be used with plain shafts and spools.

Catalog No. 1 and Complete Information on Request

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LEVEL AND INCLINED TYPES of HARMON SCREENS

Maximum Capacity — Clean Stock — Less Power



View of Flat Type Screen

We are prepared to give service on orders received for these screens
and can make prompt deliveries on screens and parts.

— Bulletins on Request —

The **BAGLEY and SEWALL CO.**
WATERTOWN — NEW YORK
1823 — 1927

A New Drive for a New Mill

T. GEMUND President
W. M. TRINDLE Vice President



Tumwater Paper Mills Co.

PAPER MANUFACTURERS

ALL ORDERS ACCEPTED SUBJECT
TO UNAVOIDABLE DELAYS

Tumwater, Wash.

November 16, 1927

Allis-Chalmers Manufacturing Company,
Seattle, Washington.

Gentlemen:

Our new plant entered on a production basis October 17, and we are pleased to hand you negatives of Texrope Drive on our beaters, in connection with your roller bearing motors. We have four of the Dilta New-Type 2,000 pound Beaters, manufactured by the Dilta Machine Company, each driven by Allis-Chalmers 100 HP 495 Revolution motor.

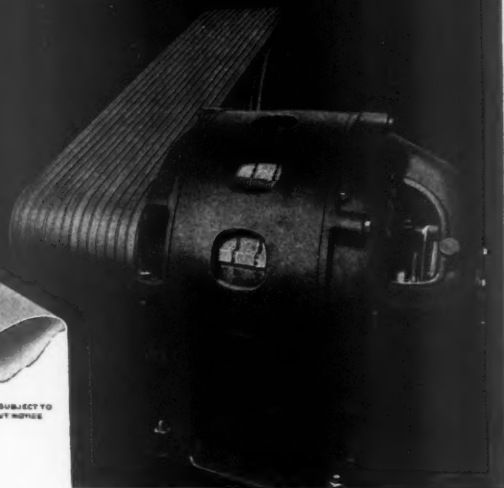
We wish to congratulate you upon these drives, covering, as they do, so wide a range of increase or reduction in speed, simplicity, close centers, silent and efficient operation. They will run forward or backward. They have called forth much favorable comment, and many wonder how they can work without any tighteners, how the different Texropes equalize the work. These puzzles do not concern us, since they accomplish their work as nearly perfect as we believe is mechanically possible. We cannot speak too highly of this modern installation.

Very truly yours,

TUMWATER PAPER MILLS COMPANY

T. Gemund
President.

TG:H



Allis-Chalmers Roller-Bearing Motors and Texrope Drives are an unequalled combination.

Qualities of the Texrope Drive are:

"—simplicity, close centers, silent and efficient operation."

Allis-Chalmers Motors equipped with Timken Tapered Roller Bearings require attention only a few times a year.

Write for Bulletins on Allis-Chalmers Motors, Texrope Drives and other products for the Pulp and Paper Industry.



A Combination Unequaled!

ALLIS-CHALMERS MOTORS and **TEXROPE DRIVES**

PACIFIC COAST OFFICES: Rialto Building, San Francisco, Calif.; 622 Title Insurance Building, Los Angeles, Calif.; 115 Jackson Street, Seattle, Wash.; 305 Lumbermen's Building, Portland, Ore.; 525 Symes Building, Denver, Colo.; 915 Kearns Building, Salt Lake City, Utah; 308 Heard Building, Phoenix, Ariz.; 619 Frost National Bank Building, San Antonio, Texas.

PAPER MILL MACHINERY

JORDAN ENGINES—PUMPS—"RAINSTORM" SHOWER PIPES

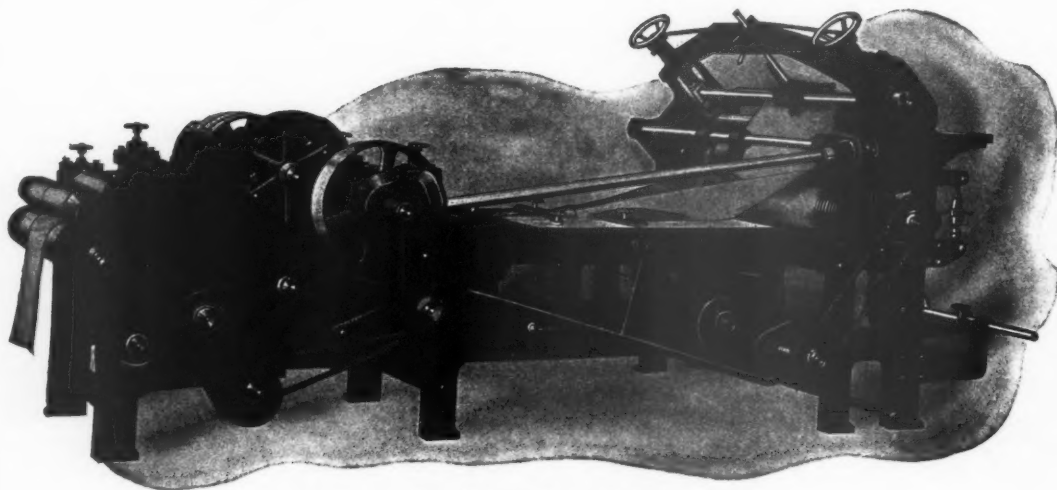
*Birdseye View
of Our
Modern Plant
Where
We Design and
Build Machinery
for the Paper
Mill*



Fourdrinier
Cylinder
Wet
Machines

The Undercut Trimmer

PAPER BAG MAKING MACHINERY



Our Heavy Duty Tuber

—ESTABLISHED 1828—

The Smith & Winchester Mfg. Co.

Dept. MFP.

SOUTH WINDHAM, CONN.

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**FLANGED RIM SPROCKETS
CHAMBERED-BARREL
COMBINATION CHAIN
REINFORCED BACK
MALLEABLE IRON BUCKETS**

The Ideal Combination for Long Life

FOR heavy duty elevators handling acidulated, sticky, or semi-abrasive materials we recommend the Link-Belt Chambered-Barrel Combination Chain, carrying Link-Belt Reinforced Back Malleable Iron Buckets, and running on Link-Belt Flanged Rim Sprocket Wheels. Combined, they represent an unbeatable combination for long satisfactory service. Send for further particulars.

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Woodpulp Agents

We act as sales agents and distributors for the entire output of Sulphite and Kraft Producing Mills.

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Mill agents and dealers for the distribution of all classes of paper in the Eastern markets.

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75-77 DUANE STREET

NEW YORK

Pacific Pulp and Paper Industry

Devoted to the Paper Manufacturing Industries of the Western States, Alaska and British Columbia

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Vol. 2

MAY, 1928

No. 6

Rails Levy Tribute on Coast Pulp

Rate Discrimination Gives Preference to Foreign Product and Handicaps
Growing Industry of Pacific Northwest States

PACIFIC COAST manufacturers of wood pulp are now paying an annual tribute of thousands of dollars to the trunk line railroads operating from the Atlantic seaboard to the paper manufacturing sections of the Midwest. Every ton of Pacific Coast pulp moving into this Midwest territory via the water and rail route today is producing for these eastern railroads a revenue which is frequently as much as \$1 more, or 16 2-3% greater, than the freight charge assessed pulp imported from foreign countries, principally Scandinavian.

If the pulp manufacturers of the Pacific Coast of the United States choose the all rail route for reaching the Midwest territory they face another discriminatory rate which favors pulp originating in British Columbia by the amount of \$1 per ton.

These are two outstanding examples of rate discrimination which should be promptly corrected, not only as a matter of justice to the present Pacific Coast manufacturers of the United States, but for the important reason that they now constitute a very definite factor in the future development of pulp and paper industry in these Pacific Coast states.

Wood pulp manufacturers of the Pacific Coast find that the Midwest paper manufacturing centers afford them a principal market for pulp. There are three primary concentrations of paper mills in this territory (1) the Wisconsin area fringing on the famous Fox River Valley (2) the Michigan area around Kalamazoo and (3) the Miami Valley group in Ohio and Indiana.

In the matter of reaching these markets with Pacific Coast pulp we will first state the case of all-rail movements:

(1)—Rates from Puget Sound to the Midwest Territory
The present freight rate from Puget Sound points to

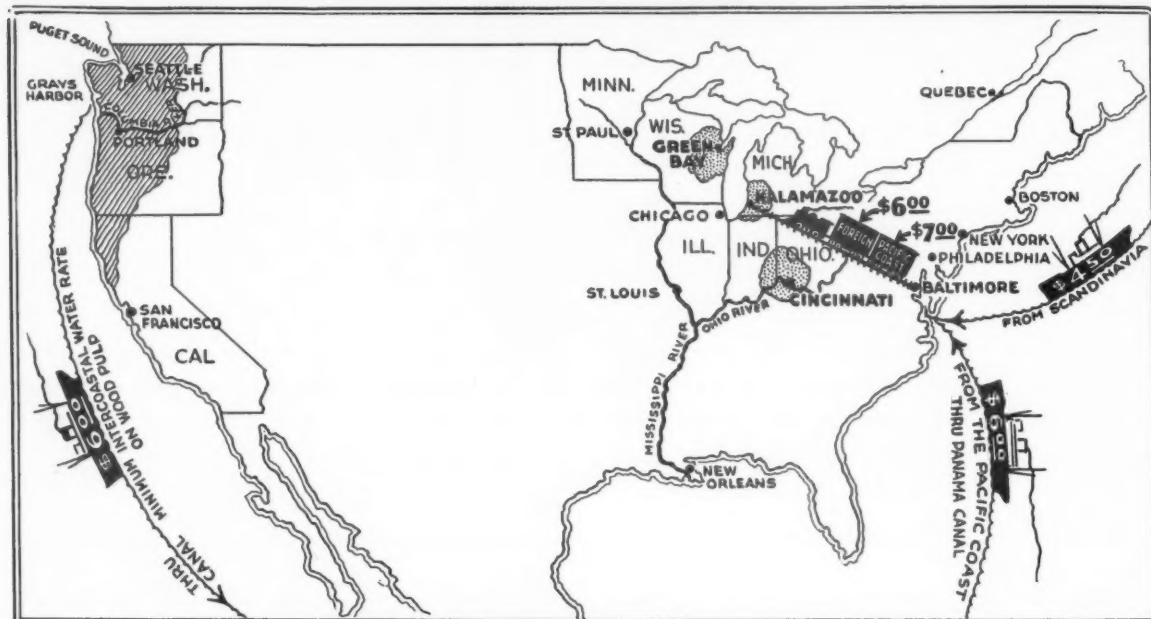
Wisconsin is \$13.00 per ton, and \$14.00 per ton to Michigan points. Inasmuch as pulp in commercial form contains from 10% to 22% water, the actual amounts paid on bone dry pulp are from 10% to 22% higher than this. At the same time the Canadian Pacific Railway and the Soo Line are making a rate equivalent to \$12.00 per ton on pulp shipped from Vancouver, British Columbia to Wisconsin and \$13.00 per ton to Michigan points and these rates have also been published by the Great Northern Railway; whereas so far none of the railways have allowed a corresponding rate for pulp shipped from Puget Sound points. It is understood that some of the roads are in favor of making such a reduction, so as to put Puget Sound mills upon a competitive basis with mills shipping from Vancouver and other British Columbia points, but to date Pacific Coast Mills have not been able to secure definite action and are still shipping to the Middle West at a serious disadvantage.

In reaching the Midwest pulp-consuming market by the water and rail route from Pacific Coast ports by way of the Panama Canal the situation is outlined below by a large Pacific Coast shipper:

(2)—So-called Import and Domestic Rates on the Atlantic Seaboard

"In order to serve the paper mills in the Atlantic Coast states it is necessary to ship pulp in large quantities to warehouses situated at Baltimore, New York, Boston and other eastern cities, here to be transhipped by rail to the eastern mills. The steamship lines have given us very fair rates to their seaboard terminals.

"When it comes to shipping by rail from these seaboard cities to inland points, however, pulp originating from mills in the United States takes what is called the domestic rate which is appreciably higher than the so-



The shaded area at the left indicates the pulp producing territory of the Pacific Northwest states. The three shaded areas in the Great Lakes region indicate concentrations of paper mills which are important consumers of pulp. The steamers show what it costs to lay down Pacific Coast and foreign pulp on the Atlantic seaboard, but it must be emphasized that the

Pacific Coast rate of \$6 per ton represents only temporary emergency rate which expires June 30, 1928, after which a \$7 rate will prevail. From Atlantic seaboard to Midwest points an arbitrary and discriminatory rail rate prevails which handicaps the domestic Pacific Coast product as much as \$1 per ton. Justice to the Pacific Coast demands rate equalization.

called import rate applied to shipments originating in European and other foreign countries. In other words, pulp shipped from Puget Sound to Baltimore and then transhipped by rail to any point in the interior takes a rail freight rate of from 3c to 5c per hundred pounds higher than pulp shipped by rail between the same points but originating in Sweden, Norway or Finland. In view of the fact that European shipping lines by reason of their low wage scales are able to make lower rates for shipments from European points to, say Baltimore or Boston, than we can expect American Intercoastal Lines to make, this added discrimination against American manufacturers on the part of our American railroads seems to be illogical, unjust and improper."

The following examples will show the advantage that Swedish pulp has over American pulp, both shipped to the Atlantic Coast by water:

From Baltimore	Import Rate	Domestic Rate
To:		
Battle Creek, Mich.....	.30	.35
Kalamazoo, Mich.....	.30	.35
Niles, Mich.....	.31	.36
Plainwell, Mich.....	.30	.35
White Pigeon, Mich.....	.30	.35
Ypsilanti, Mich.....	.28½	.33½

It is the contention of the Coast manufacturers of pulp that inasmuch as Swedish pulp and Pacific Coast pulp reach Baltimore via water lines, and from there to interior points in the United States are handled in identically the same manner, that there should be no difference between the rail rates, and that to accord lower import rates to Swedish pulp is a discrimination against American pulp.

The growing importance of the pulp industry on the Pacific Coast is assuming proportions where it must demand attention as a real source of tonnage and the

producers are unanimous in the thought that Pacific Coast pulp is entitled to the same rail rate to the Midwest territory as is enjoyed by foreign pulp.

Pulp is now landed at Atlantic seaboard from Scandinavia at a water rate ranging from \$4.50 to \$5.00 per ton. Pacific Coast pulp is carried by water to the Atlantic seaboard at a minimum rate of \$6.00 per short ton. This discrepancy in water rates not only gives the foreign pulp an advantage at the start, but added to this the foreign pulp receives the preference on the back haul even though shipments of Pacific Coast pulp and foreign pulp are hauled on the very same train.

Based on capacity operation for 300 days per year, the Pacific Coast now offers a potential pulp tonnage for shipment to Midwest paper mills of 85,500 tons. This figure does not take into consideration pulp mills on the American side of the Pacific Coast which use their own pulp principally for paper manufacture within their own mills but which occasionally make pulp shipments to the Midwest, nor does this figure take into consideration a potential tonnage available in British Columbia for sale in the Midwest amounting to nearly 50,000 tons annually.

Including new pulp mills on the Pacific Coast now under construction or being expanded, the total potential tonnage available for shipment to the paper manufacturing centers in Eastern United States is approximately 280,000 tons annually. This figure does not contemplate any proposed mills which are still in the "discussion stage" and which have commenced no actual construction. With the back haul from the Atlantic seaboard to Midwest points for imported foreign pulp and domestic (Pacific Coast) pulp varying as much as \$1.00 per ton, it is seen that the Pacific Coast faces the prospect of paying the railroads increasing thousands of dollars annually because arbitrary rates on pulp are permitted to exist.

Preferential rates for imported commodities are sanc-



This illustrates the extra burden of \$1.50 per ton which Pacific Coast pulp has to pay in water rates, and the discriminatory \$1 per ton which the Eastern railroads assess the domestic product. The water routes are non-competitive, while on the rail haul the foreign and Pacific Coast pulp moves in exactly the same manner despite the arbitrary difference in rate.

tioned by the Interstate Commerce Commission principally because they existed prior to the creation of the Commission and have been handed down through the years as more or less of a railroad tradition. Preferential rates for imported commodities were established to meet peculiar competition and because they exist the Interstate Commerce Commission has sanctioned this form of preference. In many cases the preferential rate once established has outgrown the purpose of its creation and can no longer lay logical claim to continuance.

Pacific Coast pulp manufacturers have made numerous efforts to correct the preferential back haul rate situation, but the rail carriers have repeatedly declined to accord American pulp equal rates with the imported pulp. If a preference in back haul rates is allowable the advantage should be on the side of the Pacific Coast pulp inasmuch as that commodity has the disadvantage of the heavier water freight charge in the first instance. Further than that, the preference should lean toward the domestic (Pacific Coast) product to lend encouragement to the development of an American industry which is offering a steadily increasing tonnage.

Three lines of action are open on this discriminatory rail rate that is operating to the daily disadvantage of the Pacific Coast pulp mills:

- (1) Acceptance of the condition as a necessary evil.
- (2) Establishment of other routes into the Midwest to draw the tonnage away and better the rates through competitive necessity.*
- (3) A determined fight for an equalization of rates on present routes that will remove the discrimination.

* A discussion of possibilities in this direction will appear in a future number of PACIFIC PULP & PAPER INDUSTRY.

Europe Develops New Uses For Paper

In spite of a growing utilization of paper in new fields, American enterprise is still far behind European in this respect, judging from a recent article in a French scientific journal, "La Nature," which enumerates among new products of paper or pressed pulp: waistcoats, horse-shoes, shoes for workers of molten metal, furniture and gas-pipes.

A French journal of the printing trade recently carried an account of the manufacture by an Englishman of matches from waste paper, which was twisted into spirals, waxed to prevent unrolling, cut into even lengths, and tipped with a phosphorated compound.

Current Pulp Prices

Market prices of chemical pulps on May 5, 1928, ex dock Atlantic seaports, per ton of 2,000 lbs., ranged as follows:

Sulphite, unbleached (imported)	\$52.00 to \$56.00
Sulphite, bleached	\$75.00 and up
Kraft	\$52.00 to \$55.00

What Presidents of Pacific Coast Pulp

Mills Say About the Rate Question

The following statements from the presidents of three of the Pacific Coast pulp mills reflect the attitude of the Coast industry. The first is from Mr. Edward M. Mills, president of the Rainier Pulp & Paper Co., Shelton, Wash.:

"We have received from the railroads excellent service at all times and we have had practically no reason to complain of delays of tonnage in transit or of lack of suitable cars to transport our commodities.

"With regard to the freight rates charged, however, we have been at a distinct disadvantage in some respects as compared with our foreign competitors. We have appealed to the railroads for relief in this respect and some of them have promised closer cooperation. Other railroads, however, for some reason that we cannot explain seem determined to keep us at a disadvantage as compared with competing foreign manufacturers, and in close markets for pulp and paper such as exist at present where there is world-wide over capacity and where our products must be sold on the smallest possible margin of profit, this discrimination works a very real and important hardship upon us.

"We would greatly appreciate the help of your valued magazine and also of any of those associations of able citizens who are trying to aid in the development of the Northwest towards remedying this discrimination against one of our most important infant industries."

And from Mr. Charles K. Spaulding, president of the Spaulding Pulp & Paper Co., Newberg, Ore.:

"The rates from the Pacific Coast to Mid-Western points are chiefly based on the rates obtaining from the Atlantic Seaboard to same points. Consequently, if the rates from the Pacific Northwest to given points in the Mid-West are too high, the pulp and paper mills in our territory are prevented from getting their share of the business.

"Some of the mills have shipped via water through the Panama Canal to Atlantic Seaboard, and then shipped by rail to points in Ohio and Michigan, as the total water and rail rate is lower than the all-rail rate direct from the Pacific Coast. You can readily see that the western carriers are not getting any haul, where shipments move through the Panama Canal. Such shipments have a further disadvantage in that the element of time will not always permit a purchaser in the East to await shipments via water and rail.

"The mill owners on the Pacific Coast and the western carriers should get together and secure an adjustment which will prove mutually beneficial.

"Finally, any discrimination of rates whereby the Atlantic seaports have an advantage merely results in giving foreign pulp shippers an advantage over domestic pulp mills, which should never be permitted to exist."

President Ossian Anderson of the San Juan Pulp Manufacturing Co., Bellingham, and the Fidalgo Pulp Manufacturing Co., Anacortes, Wash., sees room also for improvement in Intercoastal water rates. Mr. Anderson states:

"What you state relative advantage of foreign pulp on back haul from Atlantic seaboard is correct. The rates from Portland, Maine, Boston, Baltimore, Philadelphia and New York on European pulps are enjoying special minimum to meet their requirements and in many cases a 5-cent advantage per 100 pounds.

"The intercoastal carriers should carry our pulp for \$5.00 a ton to the East Coast, on 60 cubic feet, and they would then be making as much money and more than they are on handling of lumber and incidentally assisting a new substantial industry on this West Coast to compete with foreigners who are permitted to ship pulp into the United States absolutely duty free and who in every case are setting our market regardless of whether it is a dumping condition or not.

"As I see it, the best way to accomplish anything as far as both railroads and steamship companies are concerned, is for both of them to appoint an unbiased commission of three experienced men who know world trade in this particular commodity, for them to bring out statistics and conduct a thorough investigation to give the railroads, as well as the steamship lines an intelligent knowledge of what the pulp movement really means and what the future aspects are of the same from the Coast. Little can be accomplished until the powers that be become familiar with the commodity and its low return to the manufacturers."

Factors in Water Rates on Pulp

By R. R. MONTELL, Consulting Engineer

AS NOTED on page 29 of the February number of **PACIFIC PULP & PAPER INDUSTRY**, a reduced minimum freight rate on Pacific pulp to Gulf and Atlantic Coast points has been published. This rate is 30c per 100 pounds or \$6.00 per short ton, when the pulp is compressed to a density of 51 cubic feet per ton or greater, and in minimum lots of 250 tons. The previous rates were from \$7.00 to \$8.00 per ton, depending on density and quantity, and the new rate is hence a decided step in the right direction.

However, manufacturers indicate that a further reduction would be reasonable, owing to the fact that foreign pulp is being laid down on the Atlantic Coast at lower steamship rates, and also because other commodities move from the Pacific Northwest at a lower figure. A general analysis of the factors which effect this rate should, therefore, be timely.

Paper Centers

The Pacific Coast is necessarily interested in three principal districts in the East, all with pronounced concentration of paper mills.

1. The Green Bay District

Centering around Green Bay, Wis., and extending in a southwesterly direction, are 54 paper mills, distributed over a comparatively small territory, with several scattered mills outside the zone of concentration. The reference to this territory in connection with water rates may be questioned, but it should be borne in mind that foreign pulp is frequently shipped to these paper mills from the port of entry—New York. However, numerous pulp mills in the same district also take care of the local requirements, and of the three principal districts. This is perhaps the least important as a consumer of Pacific Coast pulp.

2. The Cincinnati District

Centering around Cincinnati, in southeastern Indiana and southwestern Ohio, 56 paper mills are located in a territory approximately equal in size to the Green Bay District. This concentration is of considerable importance to Pacific Coast pulp mills because of the absence of local pulp mills to supply the demand and because the district can be reached by three routes: (1) Directly by rail, (2) by the Warrior River barge line from New

Orleans, "the all-water route" and (3) by water to New York and rail westward as the foreign pulp.

3. The Atlantic Coast District

The third territory reaches from southern Maine to Northern Delaware along the Atlantic Coast, centering around New York-Boston. This district is the most important consumer of pulp in United States, and while the present movement of pulp from the Pacific Coast is insignificant, the future will without a doubt bring a considerable increase and favorable water rates are therefore essential in order that the 330 paper mills in the Atlantic Coast district may be profitably reached by Pacific Coast mills.

This analysis will therefore be based on the conditions affecting water shipments to the Atlantic Coast territory only.

Conditions Controlled by the Carriers

The major portion of the intercoastal load is handled by the standard 8800-ton D. W. freighters, having a hold capacity of 427,000 cubic feet and vertical frames, about 4-foot centers.

Pulp being underdeck cargo, must for the ship produce revenue from this cargo space, and the same revenue must be secured regardless of the relation between weight and space. Light and fluffy cargo may fill the hold without loading the ship down to loadline, pig iron will only fill a fraction of the hold but load the ship, and both must produce the same revenue per ship. This leads to "density of cargo," expressed in cubic feet of space occupied. If 40 cubic feet of the cargo weighs one ton (the basis for water cargo rate computation) the rate is the same by weight or measurement, if denser, the rate is by weight, if lighter, by measurement, every 40 cubic feet being rated at one ton.

The present rate of \$6.00 per ton of 2,000 pounds, with a density of 51 cubic feet per ton or greater, gives the revenue tonnage by dividing the cubic content of 427,000 cubic feet by the density of 51 cubic feet, resulting in 8,372 revenue tons. At a rate of \$6.00 the ship hence earns \$50,232 for the underdeck space.

If the density is 60 cubic feet per ton, the revenue tonnage is 427,000 divided by 60, or 7,116, which, in order to produce the same revenue of \$50,232, must pay a rate of \$7.00 per ton.

If the density is the same as the standard weight or measurement basis for equal rates, or 40 cubic feet per ton, the revenue tonnage, divided as before, is 10,700, which consequently must command a rate of \$4.70 per ton in order to earn the fixed revenue of \$50,232.

The above renders the relation between density and freight rates plain and gives a comparison between the pulp rate and other cargo moved on weight alone, with a density of 40 cubic feet or greater.

The fixed revenue of the vessel is influenced by several factors. The Panama Canal tolls account for \$1.25 per ton of this revenue, leaving the ship \$4.75 for operating expenses, fixed charges and profit.

The rate is also to a considerable extent influenced by the fact that the general cargo movement is eastward, with the return cargoes scarce and being competed for to such an extent that westbound rates are extremely low and it is apparent that no effort is being made to



This wrapped export bale of sulphate pulp measures 17"x21"x28", weighs 300 pounds and has a density of only 38 cu. ft. per ton.

profit by the westbound freight which merely assists in paying part of the expenses when it can be secured at all. It should be noted, as having an important bearing on pulp rates, that the eastbound tonnage is increasing faster than the westbound tonnage, and that the eastbound tonnage must carry an annually increasing portion of the operating cost on the round trip.

The rate is further affected through the protection enjoyed by American vessels on intercoastal routes, where foreign carriers cannot operate. The rate basis of this intercoastal traffic is entirely different from the ocean rates, whether on American or foreign bottoms, and it is impossible to compare them or to expect parity. To expect rates to New York as low as quoted by foreign carriers from Scandinavian points is out of the question. Ocean rates and coastwise rates cannot be compared because of another reason: The coastwise rates follow a classification somewhat similar to that used by the railroads. The ocean rates follow a classification of their own, much simpler.

Space does not permit a detailed comparison between the operating costs of American and foreign carriers, but it is a well-known fact that the former suffers under a considerable handicap as will be noted by the efforts to secure remedial legislation through Congress.

Conditions Controlled by the Manufacturer

It is apparent from the foregoing that the manufacturer gains by shipping pulp which occupies the least possible space in the hold of the ship. This he can accomplish by compressing the pulp to its economic limit and by adopting a favorable size of the bales.

Regardless of the present rate, the economic limit of compression is reached where the increased cost of compressing is no longer offset by the reduction in the freight rate due to a decrease in the space occupied.

The price of pulp is quoted on a basis of 10 per cent moisture and when leaving the ordinary presses, it contains about 40 per cent moisture and freight must hence be paid on 30 per cent excess weight.

Chemical pulp can be dried, shredded, and compressed to a density of 50 and even 45 cubic feet per ton, but the cost increases considerably with higher compression, and unless this extra cost is lower than the cost of shipping the surplus moisture, nothing is gained.

An investigation of this cost indicates that the margin of gain is sometimes so slight that no general statement can be made. Each manufacturer must determine his profit through a close cost analysis.

It will be noted that the present steamship rates do not give the manufacturer the advantage of compressing to a greater density than 51 cubic feet per ton, the rate remaining constant at greater densities. While 51 cubic feet is a reasonable density, it can be stated that in order to warrant the expense of installing and operating a shredding, drying and compressing plant, the manufacturer must know that he will profit by using it to its capacity, and if this capacity proves to be 45 and even 40 cubic feet per ton, a reasonable figure with the necessary development of the purpose, he should secure the advantage in the freight rates. If a rate of \$6.00 per ton cannot be further reduced until a more extensive movement of pulp is under way, it is at least reasonable to expect that a reduction in the freight rate with increased density should not stop at 51 cubic feet, but continue on the same basis, as above outlined.

Reference was made to the size of the bales as also affecting the rate. As previously stated, the frames of the 8800-ton steamer are about 4 feet apart. If a bale of pulp is over 4 feet long, it will not stow between the frames and the cargo will occupy more space in the

hold. The manufacturers will therefore do well to standardize on a bale for easy stowing and handling and a size of 1'-6" by 2'-3" has already been found to be very practical and acceptable by the steamship companies.

The combination of pulp in the hold and lumber on deck is very desirable from an operating point of view, and the future will no doubt find the lumber and pulp shipments harmoniously combined as saw mill and pulp mill should be for permanent profit.

This is particularly true for out ports not made by the regular lines on schedule and, as the industry develops, several pulp mills will no doubt be located at some distance from the nearest port of call. To deliver from a distant mill to a steamer on regular schedule in a port of call will cost the manufacturer 65 to 75 cents per ton, including towing, insurance and wharfage at the port, a charge which is eliminated if the steamer makes the out port. But this is already being done by the lumber carriers, which are not on regular schedule. They will make any port, even landing from the roadstead offshore.

It will be noted that the conditions governing pulp and lumber shipments are already similar, and that a pulp mill is not necessarily compelled to locate in a regular port of call, but can combine a cargo with the nearest sawmill, preferably operated in connection with the production of pulp.

News Print Situation Getting Stable

The news print situation is gradually readjusting itself to stability, in the opinion of A. E. McMaster, general manager of the Powell River Co. Mr. McMaster recently returned from a six weeks' trip to eastern Canada and the United States during which he was able to familiarize himself with conditions there in their relation to the Coast industry.

Recent mergers of large news print producing units in Quebec have all been in the direction of stabilizing costs, say Mr. McMaster, and while there is a potential over-production, a disturbance in prices is unlikely in the near future.

One beneficial effect of the present market situation, he believes, is that some of the smaller mills so located that continued profitable operation is impossible, have been eliminated from the field and have turned to lines other than news print. The news print industry in eastern Canada is now in strong hands and while the present may be a period of reconstruction and uncertainty in many features, there is no cause for pessimism.

State Will Reforest 13,600 Acres Near Longview

George C. Joy, Washington state forester, has announced that the State of Washington has purchased 13,600 acres of logged-off land along the lower Columbia River from a lumber company at a price of one cent per acre. The purchase is in line with the state's reforestation policy of acquiring logged-off land, where it can at a reasonable figure, and holding and administering it for growing new crops of timber. No pains will be spared, Mr. Joy has announced, to give the new growth, which has already begun to appear, an adequate fire protection.

Irving Rau Is Golfer

Mr. Irving T. Rau, secretary of the St. Helens Pulp & Paper Co., St. Helens, Oregon, visited friends at Oregon City, April 29, spending the day on the Oregon City golf course. Mr. Rau was formerly located at Oregon City, as purchasing agent for the Hawley Pulp & Paper Co. and was a director and one of the chief promoters of the Oregon City Golf Club.

Begin Astoria Mill Construction

FOLLOWING innumerable set-backs extending over a period of almost three years, preliminary work for the construction of the Northwestern Pulp & Paper Co., mill at Astoria, Ore., was started May 8 by the Portland branch of the Austin Co., whose headquarters are in Cleveland, and with whom B. T. McBain, executive vice president of the pulp and paper company, signed a contract during his recent visit east. The plant is to be completed within 14 months after the date of starting work.

The general construction program consists of the building of a sulphite mill, with a daily capacity of 130 tons. The plant, which is to be of concrete, steel, tile and timber is to be located on the company's property on Young's Bay on the south side of Astoria. It is estimated that excavation work alone will require from 40 to 60 days, after which the remainder of the work will be rushed with all possible speed.

Virtually the same plans as were developed several months ago will be followed in building the Northwestern Pulp & Paper Co. mill. The only outstanding changes will be the replacement of the sawmill by a woodroom and the construction of a larger machine room. In deciding to eliminate the sawmill, Mr. McBain stated, the company took into consideration the present status of the lumber market which, they decided, is such that no great saving would be effected by maintaining their own sawmill. Provision has been made however to build such mill later, provided changing conditions justify. Regarding the enlarged machine room, it was announced that this change was made with a view to providing adequate room for the later installation of one large or two small paper machines, should the company plan an expansion program.

Declare Financing Complete

Mr. McBain, who will personally look after all matters pertaining to the carrying out of the construction contract with the Austin Co., went East early in the year and was gone for several weeks and it became known early in April, shortly before his return to his offices in Portland, that the Austin Co. had been awarded the contract. Following this notice the directors of the company met at Portland on April 13th. Some of the directors of the Northwestern Pulp & Paper Co. were also East early in the year, returning about the time that the announcement of letting the contract was made.

It has been announced that financing of the venture, which includes construction of the mill, working capital and timber purchase, has been completed and no stock is being offered by the company direct, although security houses are said to be marketing the paper. The company has 1,000,000 shares common stock, no par; and 20,000 shares preferred stock, \$100 par.

The permit of the Northwestern Pulp & Paper Co. of Astoria to sell 4,000 shares of preferred and 15,000 shares of common stock was restored shortly after the middle of April by State Corporation Commissioner McCallister of Oregon. The permit had been suspended pending the completion of financial arrangement for the construction of the company's pulp mill at Astoria.

These financial arrangements, which involved the floating of a \$1,000,000 bond issue and the sale of \$1,000,000 of preferred stock to eastern capital, have

only recently been completed, according to a statement given out by Mr. McCallister.

Both the stock and bond sale and the Austin Co. construction contract met with the approval of the corporation commissioner, he said, and the company's permit to sell stock was restored on the strength of representations so made.

No steps have yet been taken by the City of Astoria to provide the water supply for the mill. A new water system tapping Young's River at the falls of that stream, eight miles from Astoria, will have to be constructed.

Under an agreement entered into between the city and the Northwestern company over 18 months ago the city was to start construction on this water system as soon as it was given a bond guaranteeing the construction of the mill.

As the terms of this agreement, and that as to dedication of property for the mill site and the price to be paid the city for water, have become invalid through limitation, new agreements will have to be negotiated. No difficulty is anticipated in this matter, however, although a recent decision of the Oregon supreme court will make necessary some changes in the plan for dedication of the property and delivery of the water.

The original agreement proposed outright gift of the property, and the gift of 500,000,000 gallons of water a year. The supreme court has held that such a gift is illegal.

Astoria Water Plans Ready

At the request of the Northwestern company, the city commission of Astoria recently waived the requirements of a bond by the company in guaranty of the mill, agreeing in lieu of such a bond to accept the contract of the Austin Co., provided that this company contracts to build and complete the mill unconditionally.

The Young's River water system could be constructed in less time than the pulp mill. All plans were completed more than a year ago and the city has secured all of the necessary property and easements. About a year ago bids were opened for the construction of the pipeline portion of the water system, but contract was not let because of failure of the Northwestern company at that time to give bond to build and complete the mill.

Vance P. Edwardes, technical chemical engineer and pulp specialist, will be in charge of the mill. He is a graduate of the University of California and has been for several years connected with the U. S. Forest Products Laboratory.

W. E. Graves, formerly mill manager for the Crown Willamette plants at Lebanon, Ore., Floriston, Cal., and Camas, Wash., in the order named, has been selected as auditor for the Northwestern plant.

Besides the officers and personnel already named, the following are members of the company: Charles R. Flint, New York, president; A. V. Allen, vice president; G. C. Fulton, secretary; Samuel Connell, treasurer and assistant secretary; Frank Patton, assistant treasurer. Henry M. Ford is chief construction engineer. The board of directors is as follows: C. W. King, chairman; M. W. Robinson, Archimedes J. James, Daniel Mungall, H. C. Wechsler, C. S. Maltby, Robert T. Jacob, Charles W. Miller, W. M. Macphail and Amedee M. Smith.

Jaite Bag Factory for St. Helens

STREET rumors current for many weeks that the Jaite Co., of Jaite, Ohio, were developing plans to establish a paper bag factory at St. Helens, Ore., were confirmed early this month by Max Oberdorfer, general manager of the St. Helens Pulp & Paper Company, and Harry O. Strom, who will be manager of the bag factory.

The new plant, which is scheduled to swing into operation May 20, will have a daily capacity of from 50,000 to 60,000 bags, or approximately one car load. Present plans call for the building of additional units to about double the capacity. An additional story will probably be added shortly to the one-story, 200x100 feet, concrete and brick factory just completed which adjoins the north side of the St. Helens Pulp & Paper Co. mill. It is also planned to improve similar sized sites to the north and on the west side of the parent unit. The present structure is so situated that straight line production from the paper machine in the pulp and paper mill to the bag factory is made possible.

Although it was expected to install the latest type of bag making machinery at the start, plans for production developed so rapidly that the Jaite company rushed emergency equipment from Cleveland early this month. These units are being installed temporarily, pending the completion of specially-constructed units which will speed up production and lower manufacturing costs. The improved machinery is expected to reach St. Helens in about three months. Until the shipment reaches the factory, three carloads of reserve machinery are being installed by four experienced men from the parent plant.

Will Make Multiple-Wall Bags

Five-wall sewed bags for cement, plaster, and other heavy pulverized products will be made. Production will be confined mostly to valve bags, although some open-mouth bags will be manufactured. The containers are to be printed in four colors, and the company is installing a temporary press for this purpose. While the bags at the beginning are to be printed after they are made up, it is proposed to replace the printing unit with one which will print the paper before bag-making operations are started.

From 50 to 100 men and women will be employed at the start, most of whom will be St. Helens folks. Some of the help, however, will be brought from the East, including a woman superintendent for the girls and women. Mr. Strom, who will be general manager, will also direct selling activities. He has been with the Jaite company for the past three years in the capacity of Pacific Coast manager, making his headquarters in Portland. The local factory's output will be distributed on the West Coast and in the inter-mountain country.

It was largely through the influence of Mr. Strom, together with activities of the Portland Chamber of Commerce that C. H. Jaite, president and general manager of the Jaite company, was induced to pay a visit to the Coast to survey its possibilities for establishing a western factory. Selection of St. Helens followed a thorough study of products of Western paper-making plants, Mr. Jaite needing a kraft paper which would

meet with his rigid requirements. Such a paper, he believes, he has found in the St. Helens Pulp & Paper Company's product. Mr. Jaite, who has been in the paper business for more than a half century, is expected to visit the St. Helens plant shortly.

The Jaite company started operations in 1912 and has grown to a two million dollar concern, according to Mr. Strom, who stated that an expansion program each year had been necessary to meet the demands of the trade. The local plant represents an investment of \$100,000.

Construction on the St. Helens factory was started early in February of this year, information being given out at that time that the structure was to be utilized for a warehouse for the paper mill. The exact purpose was kept secret; meanwhile, many rumors went the rounds as to what the building eventually would house and there was considerable speculation as to whether or not St. Helens would actually get the bag making industry. Swinging into action near the beginning of the busy season in this industry, it is expected that expansion of the business will be made rapidly.

The St. Helens Pulp & Paper Co., which will supply the paper for the new bag plant, began operation in late December, 1926. It has a rated daily capacity of 60 tons of finished kraft paper, but has achieved a record of production in 24 hours of 78 tons of paper. During its brief period of operation it has established a favorable name for St. Helens kraft. The president of St. Helens Pulp & Paper Co., is Mr. W. P. Hawley Sr., who is also president of the Hawley Pulp & Paper Co., Oregon City, Ore. Mr. Willard P. Hawley Jr., is vice-president of both companies.

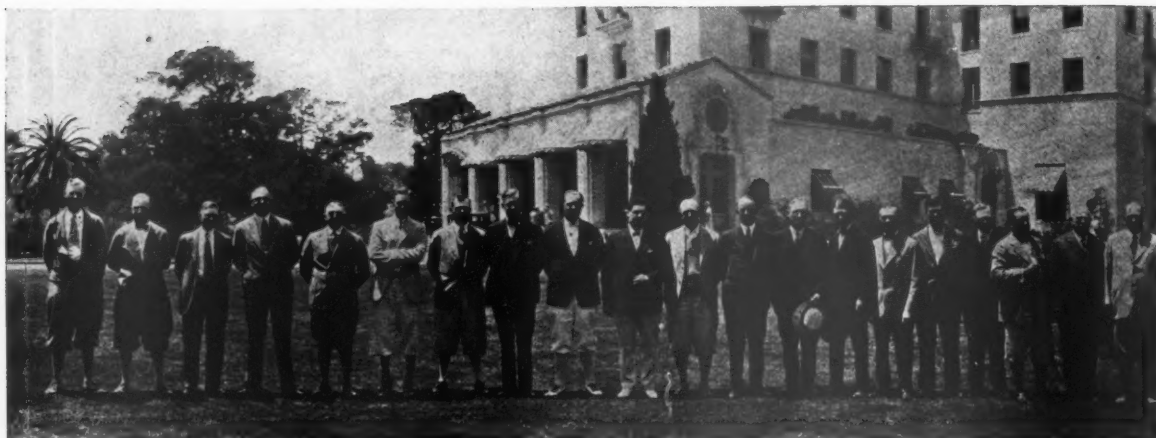
Cowan Sees Future For Coast Pulp

The pulp and paper industry will be one of the chief agencies towards stabilizing the timber situation in the Pacific Northwest, according to Maj. C. F. Cowan, formerly of the British Columbia forest service and now manager of the Western Washington Fire Wardens' Association. He made this assertion at a recent meeting of the Canadian Club in Vancouver, B. C.

"British Columbia is not yet making thorough use of her great timber resources," said Major Cowan. "The province should not be satisfied with cutting only the top grade timber for sawmill purposes. There is a market for the other material and advantage should be taken of it. The pulp and paper industry is one of the things that can do just that and for that reason I expect enormous strides in that connection in the near future. The establishments of a greater number of new mills in Oregon and Washington in recent years is a sign of the changing times."

Port Angeles Mill Asks More Water

The Washington Pulp & Paper Corp. requested the city of Port Angeles, Wash., late in April for an additional 2,000,000 gallons of fresh water daily. In its request the corporation expressed willingness to pay for construction of an 8-inch or 10-inch main, preferably the latter, to carry the water. The city commission took the request under advisement.



Here's a partial muster of those who attended the Eleventh Annual Convention of the Pacific States Paper Trade Association. Left to right: (1) J. C. Ady, (2) Frank Unthank, (3) Charles Sparrowe, (4) A. R. Kuhn, (5) Mark M. Baruh,

(6) W. R. McWaters, (7) James Towne, (8) R. K. Erlandson, (9) Mason Olmsted, (10) N. B. Hopkinson, (11) W. D. McWaters, (12) O. W. Mielke, (13) Louis A. Colton, (14) William Guthrie, (15) T. J. Finerty, (16) J. Igstadter, (17) B.

The Trade Gathers at Del Monte

MUTUAL paper trade problems were discussed, ideas were exchanged all around and benefit was derived by everybody at the eleventh annual convention of the Pacific States Paper Trade Association held at Del Monte, Calif., May 10-12. Paper tradesmen from up and down the Pacific Coast were in attendance in larger numbers than ever before and also there were present the representatives and officials of paper mills, both east and west, who attended as guests of the trade body.

They came to work and they came to play and they did both successfully and earnestly. A joint session of the mill men and the paper jobbers opened the gatherings, the members of the association spent a great part of their time in the general sessions and committee meetings and the golf tournament was conducted, as usual, by the manufacturers.

"Our conventions get better and better every year, and this is the best one yet," declared M. R. Higgins, chairman of the board of the Zellerbach Paper Co., San Francisco, and president of the association.

This year's meeting marked the retirement from the association presidency of Mr. Higgins, who has served continuously since the 1923 meeting. Previously, in 1918, Mr. Higgins also served a term as president, and this year, although he was urged to run, he issued his "I do not choose to run in 1928" statement and stuck by it.

With the passing of Mr. Higgins the presidency moved to the south, as F. M. Couch, manager of the Los Angeles office of Blake, Moffitt & Towne, was chosen in his stead after much urging.

A resolution containing a just tribute to Mr. Higgins' work for the association was adopted by the convention, after it had been prepared by the nominating committee. The tribute follows:

"As we are now to part company officially with our respected and well beloved President, Mr. M. R. Higgins, we want him to know what is in our hearts and our minds. It is with sincere regrets we learn that he has declined to serve our association another term, for we feel the need of his able leadership to carry out the plans and policies of our association for the coming fiscal year.

"Mr. Higgins has given generously of his time and ability during the full period of six long and busy years as president, from May, 1918, to May, 1919, and from May, 1923 consecutively to May, 1928. Even when he was not our president he worked with us in the ranks, laboring unceasingly for the benefit of the paper industry on the Pacific Coast. He has brought to the Pacific States Paper Trade Association the respect of the paper merchants and manufacturers of the nation. He closes his office with the admiration and respect of all those who have had the benefit of his wise counsel, his keen knowledge and his vast fund of information.

"On behalf of all the members of the Pacific States Paper Trade Association and others in the paper industry who do not belong, yet who were aided by his efforts, we thank Mr.

OFFICERS

Pacific States Paper Trade Association

PRESIDENT

F. M. Couch, Blake, Moffitt & Towne, Los Angeles.

EXECUTIVE FIRST VICE-PRESIDENT

Frank C. Stratford, Zellerbach Paper Co., San Francisco.

VICE-PRESIDENTS

F. E. Jeffries, Tacoma Paper & Stationery Co., Tacoma.

Thomas A. O'Keefe, Pacific Coast Paper Co., San Francisco.

Charles Pritchard, Bonestell & Co., San Francisco.

G. O. Rogers, Spokane Paper & Stationery Co., Spokane.

SECRETARY-TREASURER

Charles Kahn, San Francisco.

1929 MEETING, DEL MONTE, WEEK OF MAY 6



M. Boblick, (18) T. M. Denison, (19) M. R. Higgins, (20) F. M. Couch, (21) Wm. Taverner, (22) Frank L. Lange, (23) Frank C. Stratford, (24) F. E. Jeffries, (25) C. Fricke, (26) Geo. I. Tompkins, (27) Arthur W. Towne, (28) E. Doran, (29) I. Zellerbach, (30) Jos. Y. Baruh, (31) H. L.

Zellerbach, (32) Charles Kahn, (33) Eugene A. Breyman, (34) L. C. Conner, (35) D. M. Woodward, (36) J. R. Coffman, (37) Emmett W. Buckley, (38) R. C. Ayres, (39) R. C. Clark, (40) Charles Pritchard. The plus fours bespeak the part that golf played at the meeting.

Higgins most sincerely and hope for him a long and happy life as our President Emeritus, fellow worker and friend. May we still be blessed with his presence, advice and guidance for many years to come, and we fervently hope that his example as president be a guide for the future presidents who are to serve our association."

All the elections were unanimous. The nominating committee was composed of J. Y. Baruh, Los Angeles, Zellerbach Paper Co.; B. G. Ewing, Spokane, B. G. Ewing Paper Co.; F. E. Jeffries, Tacoma Paper & Stationery Co., Tacoma; A. R. Kuhn, Pacific Coast Paper Co., Fresno, and Charles Pritchard, Bonestell & Co., San Francisco.

The Carter-Rice & Co., of Seattle, was elected to membership in the association.

At the first meeting of the convention—the merchants and manufacturers gathering held Wednesday evening May 9—the principal address was delivered by Sydney L. Willson, Holyoke, Mass., president of the American Writing Paper Co. This was an outstanding paper of the meeting, pointing out the trend toward standardization, co-operative effort, large enterprises and increasing efficiency in manufacturing and sales.

Other speakers Wednesday night were Jesse W. Clark of the S. D. Warren Paper Co. of Boston, Mass.; William C. Wing, president of the Fox River Paper Co. of Neenah, Wis.; H. L. Wollenberg, president of the Longview Fibre Co. of Longview, Wash., and Phillip Weston of the Byron-Weston Paper Co., of Holyoke, Mass. Mr. Clark discussed the advisability of standardized merchandise in paper; Mr. Wing talked of conditions in the trade in the Middle West and Mr. Wollenberg reported regarding the state of affairs in the Pacific Northwest. Mr. Weston, whose company is a big manufacturer of ledger papers, spoke of the possibilities of increasing the use of higher grade papers.

In responding to the manufacturers, a number of western paper merchants spoke Wednesday night and emphasized the increasing production of paper on the Pacific Coast and declared that the westward trend in the industry would result, eventually, in the Pacific Coast becoming one of the largest pulp and paper producing sections of the nation. Among those who spoke along these lines were O. W. Mielke and J. L. Murray.

At this meeting Mr. Murray said farewell to the jobbers and offered his greetings to the mill men, as he recently left the Mutual Paper Corp. of Seattle to join the Everett Pulp & Paper Co.

Thursday the regular convention sessions started and President Higgins, in his report, which was brief, congratulated the members on their large attendance and dwelt on the good obtained from these meetings. Secretary Kahn followed with his report and told of his attendance at the recent Chicago convention of the National Paper Trade Association and said that after surveying the situation in other parts of the country he found that conditions were better in the paper trade on the Pacific Coast than anywhere else in the nation.

From Thursday to Saturday noon, when the convention adjourned there were general sessions, committee meetings and conferences of many natures.

The programmed subjects, the names of the men who reported on them and their disposition, follows:

GENERAL DISCUSSION—Led by J. Y. Baruh, Zellerbach Paper Co., Los Angeles.

RETURN OF MERCHANDISE—Led by O. W. Mielke, Blake, Moffitt & Towne, Portland. This discussion was an effort of merchants to minimize return of merchandise by their customers. Referred to the General Committee.

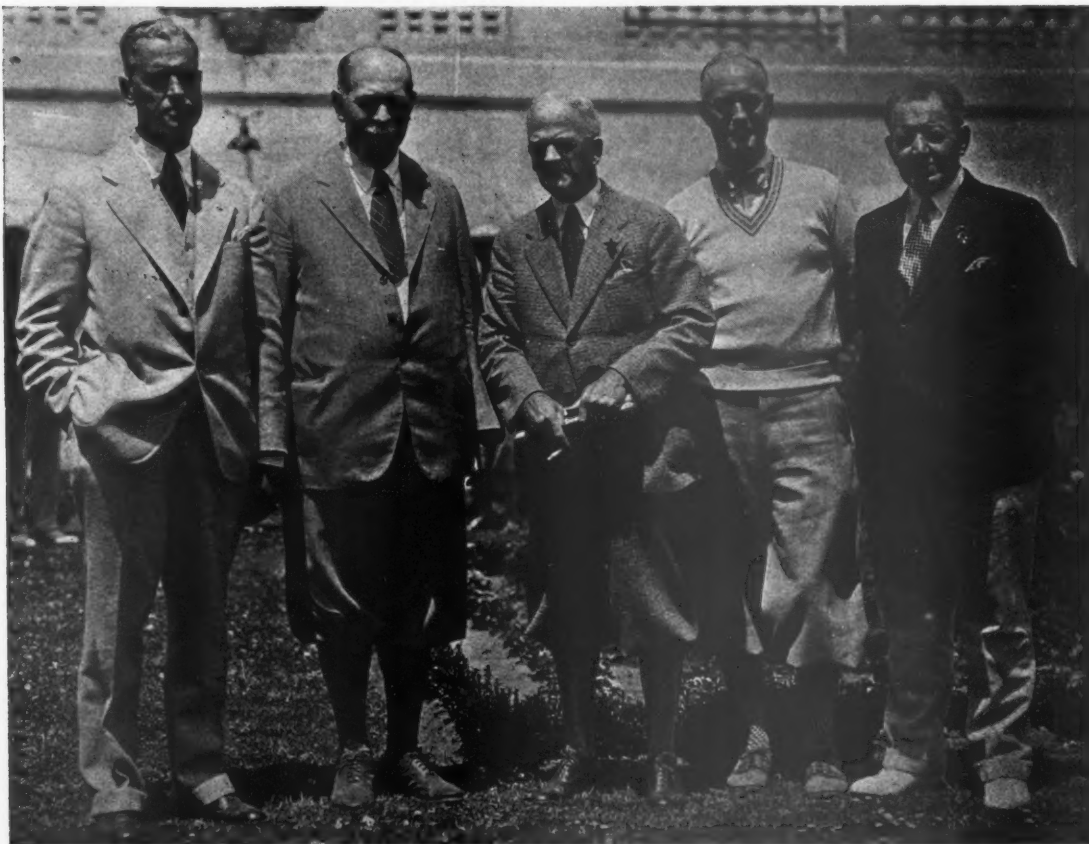
DELIVERIES—Led by Eugene A. Breyman, Zellerbach Paper Co., San Francisco. In this discussion ideas were brought out to reduce delivery expenses, particularly in cities of large area. Referred to General Committee.

CURTAILMENTS OF SERVICE AND ENTERTAINMENT—Led by E. W. Buckley, Western Pacific Paper Co., Los Angeles. Ideas outlined here were intended to bring about economies in costs of doing business. Referred to General Committee.

REVIEW OF RESULTS OBTAINED—

(a) 1,000-Sheet Count—Led by H. L. Zellerbach, Zellerbach Paper Co., San Francisco. At this discussion it was brought out that all of the Coast paper conferences except Spokane had adopted the 1,000-sheet plan and the Spokane delegate said they expected to join the movement soon. Referred to the 1927 Committee.

(b) Carton Packing—Led by Frank C. Stratford, Zellerbach Paper Co., San Francisco. Speakers at this discussion said that while California, at this time, is the only Western



Some of the Association's new officers: Left to right—Frank C. Stratford, executive first vice-president; F. M. Couch, president; F. E. Jeffries, vice-president; Charles Pritchard, vice-president, and Charles Kahn, secretary-treasurer. G. O. Rogers, new vice-president from Spokane, couldn't be located when the photographer called the roll, and Thomas A. O'Keefe, vice-president, did not attend the convention.

state in which the carton pack has been put into 100% use, it was expected that all other Western states would soon be using the carton pack. Referred to 1927 Committee.

STANDARDIZED CARTON PACKING—Led by Louis A. Colton, Zellerbach Paper Co., San Francisco. The result of this discussion was a decision to urge the Eastern mills to standardize their carton packages. Referred to 1927 Committee.

REPORT ON EASTERN WRAPPING PAPER CONDITIONS—Led by H. L. Zellerbach, Zellerbach Paper Co., San Francisco. It was declared at this meeting that conditions in the wrapping paper business on the Coast were healthier than in the East. Referred to the Wrapping Paper Committee.

WHAT STEPS SHOULD THE ASSOCIATION TAKE WITH THE OBJECT IN MIND OF INCREASING THE SALE OF HIGH GRADE PAPERS?—After a long discussion it was decided that the incoming president should name a committee, one from each Coast local, to look into this matter. Referred to the Fine Paper Committee.

REVIEW OF POSTAL LEGISLATION AFFECTING THE PAPER BUSINESS—Led by R. C. Ayres, Zellerbach Paper Co., San Francisco. Mr. Ayres gave a thorough explanation of present postal bills now before congress. The meeting decided to let Mr. Ayres continue to handle this subject.

During the meeting President Higgins named a committee of Coast mill men to draw up a resolution of sympathy over the passing, last October, of Herbert W. Brightman, sales manager of the Crown-Willamette Paper Co. On this committee were named E. B. Skinner, San Francisco, Martin-Cantine Co.; Clyde Swick, San Francisco, Graham Paper Co., and C. C. Hatch, Los Angeles, Cascade Paper Co.

Committees named at the convention follow:

FINE PAPER COMMITTEE—T. M. Denison, Los Ange-

les, Blake, Moffitt & Towne, chairman; E. W. Buckley, Los Angeles, Western Pacific Paper Co.; R. K. Erlandson, Los Angeles, Blake, Moffitt & Towne; F. L. Lange, San Francisco, Blake, Moffitt & Towne; W. D. McWaters, Portland, Zellerbach Paper Co., and Mason Olmsted, Harold Zellerbach, I. Zellerbach, and J. Igstadter, San Francisco, Zellerbach Paper Co.

GENERAL AND MISCELLANEOUS COMMITTEE—B. G. Ewing, Spokane, B. G. Ewing Paper Co., chairman; J. Y. Baruh, Los Angeles, Zellerbach Paper Co.; C. H. Fricke, Los Angeles, Taverner & Fricke; F. E. Jeffries, Tacoma, Tacoma Paper & Stationery Co.; Charles Pritchard, San Francisco, Bonestell & Co.; L. C. Conner, Seattle, Mutual Paper Co.; G. O. Rogers, Spokane, Spokane Paper & Stationery Co.; Geo. I. Tompkins, Los Angeles, Sierra Paper Co., and D. M. Woodward, Spokane, John W. Graham & Co.

CONVENTION OF 1927 COMMITTEE—O. W. Mielke, Portland, Blake, Moffitt & Towne, chairman; R. C. Ayres, Eugene A. Breyman, Louis A. Colton, San Francisco, Zellerbach Paper Co.; Arthur W. Towne, N. D. Hopkinson, San Francisco, Blake, Moffitt & Towne; A. R. Kuhn, Fresno, Pacific Coast Paper Co.; F. M. Couch, Los Angeles, Blake, Moffitt & Towne, and William Guthrie, Seattle, Zellerbach Paper Co.

FINANCIAL COMMITTEE—F. M. Couch, chairman; I. Zellerbach and D. M. Woodward.

WRAPPING PAPER COMMITTEE—T. J. Finerty, San Francisco, Zellerbach Paper Co., chairman; J. C. Ady, Oakland, Zellerbach Paper Co.; R. C. Clark, Fresno, Zellerbach Paper Co.; E. A. Doran, Los Angeles, Blake, Moffitt & Towne; B. M. Hoblick, J. W. Towne, San Francisco, Blake, Moffitt & Towne; W. R. McWaters, Portland, Zellerbach Paper Co.; Wm. E. Taverner, Los Angeles, Taverner & Fricke, and F. L. Unthank, Oakland, Blake, Moffitt & Towne.

Among Those Present

At the Eleventh Annual Convention of the
**PACIFIC STATES
PAPER TRADE ASSOCIATION**

Del Monte—May 7-13, 1928

TRADE MEMBERS

Fresno—A. R. Kuhn, PACIFIC COAST PAPER CO., R. C. Clark, ZELLERBACH PAPER CO.

Los Angeles—F. M. Couch, T. M. Denison, E. A. Doran and R. K. Erlandson, BLAKE, MOFFITT & TOWNE; George I. Tompkins, SIERRA PAPER CO.; W. E. Taverner and Carl H. Fricke, TAVERNER & FRICKE; E. W. Buckley, WESTERN PACIFIC PAPER CO.; J. Y. Baruh, ZELLERBACH PAPER CO.

Oakland—F. L. Unthank, BLAKE, MOFFITT & TOWNE; J. C. Ady, ZELLERBACH PAPER CO.

Portland—O. W. Mielke, BLAKE, MOFFITT & TOWNE; W. D. McWaters and W. R. McWaters, ZELLERBACH PAPER CO.

San Francisco—N. D. Hopkinson, F. L. Lange, B. M. Hoblick, J. W. Towne and Arthur W. Towne, BLAKE, MOFFITT & TOWNE; Charles Pritchard, BONESTELL & CO.; C. G. Sparrowe, BUTLER PAPER CORPORATIONS; I. Zellerbach, M. R. Higgins, H. L. Zellerbach, Frank C. Stratford, J. Igstadter, R. C. Ayres, Louis A. Colton, Mason Olmsted, E. A. Breyman, T. J. Finerty and H. H. Zellerbach, ZELLERBACH PAPER CO.

Seattle—L. C. Conner, MUTUAL PAPER CORPORATION; Wm. Guthrie, ZELLERBACH PAPER CO.

Spokane—B. G. Ewing, B. G. EWING PAPER CO.; D. M. Woodward, JOHN W. GRAHAM & CO.; G. O. Rogers, SPOKANE PAPER & STATIONERY CO.

Tacoma—F. E. Jeffries, TACOMA PAPER & STATIONERY CO.

Secretaries—Charles Kahn, San Francisco; J. R. Coffman, Los Angeles; C. A. Bell, Portland.

A guest delegate was Arthur Hosfeldt of the PACKER-SCOTT PAPER CO. of Portland, Ore. This company is a non-member of the association.

MANUFACTURERS

AMERICAN WRITING PAPER CO.—Sydney L. Willson and George J. Cadwell of Holyoke, Mass.; W. J. McCormick of San Francisco, and E. J. Wesson of Seattle.

A. P. W. PAPER CO.—C. J. Allair of San Francisco.

BROWN CO.—Earl Van Pool and L. G. Older of San Francisco.

CALIFORNIA COTTON MILLS—J. R. Millar of Oakland.

CROMWELL PAPER CO.—Jas. B. Steenbock of Chicago.

CASCADE PAPER CO.—Frank S. Baker of West Tacoma; B. P. Jaggard of San Francisco, and C. C. Hatch of Los Angeles.

CUPPLES CO.—C. E. Ruwelen of St. Louis, Mo.

NORTHERN PAPER MILLS—W. Burns Collins of Los Angeles.

CROWN-WILLAMETTE PAPER CO.—F. G. Wight, H. A. Goedje and G. J. Ticoulat of San Francisco.

CRYSTAL TISSUE MILLS—Edward N. Smith of Los Angeles.

DISTRICT OF COLUMBIA PAPER CO.—Robert N. Finlay of Washington, D. C.

EVERETT PULP & PAPER CO.—William Howarth, H. E. Stewart and J. L. Murray of Everett; Augustus Johnson of San Francisco and A. A. Ernst of Los Angeles.

GRAHAM PAPER CO.—C. E. Swick of San Francisco.

GEORGE LA MONTE & SON—V. N. Savale of San Francisco.

BEN LEVISON CO.—Ben Levison of San Francisco.

LONGVIEW FIBRE CO.—H. L. Wollenberg of Longview, Wash.

MARTIN-CANTINE CO.—E. B. Skinner of San Francisco.

MILWAUKEE LACE PAPER CO.—W. N. Brunaugh of Milwaukee, Wis.

NASHUA GUMMED & COATED PAPER CO.—Jas F. Nields of San Francisco.

OREGON PULP & PAPER CO.—J. E. Nail of San Francisco.

PACIFIC COAST PAPER MILLS—E. M. Herb of Bellingham, Wash.

THE PATTERSON PARCHMENT PAPER CO.—W. J. Gray of San Francisco.

PIONEER PAPER CO.—Willis G. Hunt of Los Angeles.

THE TISSUE CO.—D. L. Maxwell of Palo Alto, Calif.

U. S. ENVELOPE CO.—Robert L. Allison of Springfield, Mass.



G. J. Ticoulat is stooping to conquer the fountain and wrest a drink, while the standing trio may be pondering a ducking for Ticoulat. Standing, left to right—W. D. McWaters, W. R. McWaters, and William Gray.

S. D. WARREN CO.—Jesse W. Clark of Boston, Mass.

WEAVER HENRY MFG. CO.—Wm. Henry of Los Angeles.

PACIFIC NORTHWEST PAPER MILLS—D. D. Madden, P. W. Cookingham and C. Campbell of Portland, Ore.

WESTERN PAPER CONVERTING CO.—Floyd Riches of San Francisco.

WRENN PAPER CO.—Geo. W. Houk of Middleton, Ohio.

WESTERN WAXED PAPER CO.—R. C. McDonald of Oakland and G. C. Wieman of Los Angeles.

FOX RIVER PAPER CO.—William C. Wing of Neenah, Wis.

ZELLERBACH CORP.—Mark Baruh of San Francisco.

In addition to the above list, there were several guests, not in the trade, and also members of the families of many of the delegates. In all, the convention attracted close to 150 persons to Del Monte.

Tommy Doane to Retire

A career of more than twenty years in the paper industry in San Francisco has come to an end for Thomas H. Doane, vice-president and general manager of the Pacific Coast Paper Co.

Official announcement of Mr. Doane's retirement was made in a letter he sent to the Del Monte convention of the Pacific States Paper Trade Association advising that he would not be present.

ON THE FAIRWAY

A TELEGRAM: "We are all for you. We've got the eggs. Bring home the bacon," was received by Frank C. Stratford, San Francisco, Zellerbach Paper Co., from "The Fine Paper Gang" of his office Saturday morning at Del Monte just before he went out to meet R. A. McDonald of the Western Waxed Paper Co., Oakland, in the first flight finals of the tenth an-



Left to right—R. A. McDonald, E. B. Skinner, Carl Hatch, and R. K. Erlandson. Hatch is wondering if just a little more muscle on that putt wouldn't have dropped the ball in the cup.

nual golf tournament staged by the Pacific Coast paper manufacturers as a part of the eleventh Pacific States Paper Trade Association convention.

So genial Frank brought home the bacon. In a match that was not decided until the eighteenth hole, he downed McDonald one up before a gallery that kept its interest up throughout the entire play.

For five years Stratford has been knocking at the door of the championship and in this, the sixth year, he won. Five years he has been runner up, has played golf good enough to get to the final round but always has been eliminated. Last year Carl Hatch of the Cascade Paper Co. of Los Angeles put him out.

The list of prizes, their donors and their winners, follow:

FIRST FLIGHT:

WINNER—Silver trophy cup donated by Pacific States Paper Trade Association. Won by Frank C. Stratford, San Francisco, Zellerbach Paper Co.

RUNNER-UP—Desk clock presented by Everett Pulp & Paper Co. Won by R. A. McDonald, Oakland, Western Waxed Paper Co.

LOW GROSS—Desk fountain pen set donated by Western Waxed Paper Co. Won by J. R. Millar, Oakland, California Cotton Mills.

BEST NET—Silver shaker, donated by the Cascade Paper Co. Won by G. J. Ticoulat, San Francisco, Crown Willamette Paper Co.

SECOND FLIGHT:

WINNER—Silver bowl presented by the Crown Willamette Paper Co. Won by William Howarth, Everett, Wn., Everett Pulp & Paper Co.

RUNNER-UP—Silver coffee set, presented by Graham Paper Co. Won by F. E. Jeffries, Tacoma, Tacoma Paper & Stationery Co.

THIRD FLIGHT:

WINNER—Silver coffee pot, donated by the Oregon Pulp & Paper Co. Won by F. M. Couch, Los Angeles, Blake, Moffitt & Towne.

RUNNER-UP—Silver candlesticks, presented by the Inland Empire Paper Co. Won by C. G. Wieman, Los Angeles, Western Waxed Paper Co., Los Angeles.

FOURTH FLIGHT:

WINNER—Golf bag presented by Jimmie Steenbock, Cromwell Paper Co. Won by Eugene A. Breyman, San Francisco, Zellerbach Paper Co.

RUNNER-UP—Golf Sox and sweater, donated by Jimmie Steenbock. Won by W. J. McCormick, San Francisco, American Writing Paper Co.

DEFEATED EIGHTS, FIRST FLIGHT:

WINNER—Silver tray and cups, presented by the Pacific Coast Envelope Co. Won by Walter R. McWaters, Portland, Zellerbach Paper Co.

RUNNER-UP—Silver compote, presented by American Writing Paper Co. Won by W. D. McWaters, Portland, Zellerbach Paper Co.

DEFEATED EIGHTS, SECOND FLIGHT:

WINNER—Silver tray, presented by the Patterson Parchment Paper Co. Won by W. G. Hunt, Los Angeles, Pioneer Paper Co.

RUNNER-UP—Silver flower dish, presented by George La Monte & Son. Won by J. Y. Baruh, Los Angeles, Zellerbach Paper Co.

DEFEATED EIGHTS, THIRD FLIGHT:

WINNER—Silver trophy cup, presented by the Brown Co. Won by V. N. Savale, San Francisco, George La Monte & Sons.

RUNNER-UP—Silver tray and set. Presented by W. Burns Collins of the Northern Paper Mills and Columbian Rope Co. Won by Charles Pritchard, San Francisco, Bonestell & Co.

LADIES' TOURNAMENT:

WINNER—Jewel clock presented by Fibreboard Products, Inc. Won by Miss Beth Collins, Los Angeles.

RUNNER-UP—Silver dish presented by Martin-Cantine Co. Won by Mrs. W. R. McWaters, Portland.

BEST NET—Comforter presented by California Cotton Mills. Won by Mrs. W. B. Collins, Los Angeles.



V. N. Savale (left), and Wm. Guthrie (right) are casting critical eyes on G. C. Wieman's arithmetic.

LOW GROSS—Comforter presented by California Cotton Mills. Won by Mrs. E. W. Buckley, Los Angeles.

GENTLEMEN'S DRIVING CONTEST:

WINNER—Trophy cup presented by The Tissue Co. Won by William Guthrie, Seattle, Zellerbach Paper Co.

LADIES' PUTTING CONTEST:

WINNER—Silver candlesticks, presented by the Milwaukee Lace Paper Co. Won by Mrs. Jacob Baum, Los Angeles.

A letter from a self-made paper mill owner to his son

A philosophical rendition on
"How to (mis)treat a paper merchant"

My dear Son:—

Now that you have finished college you are to enter your father's business and learn the manufacture of paper. It is, therefore, incumbent upon me at this time to acquaint you with certain policies which will help you in conducting the business, and crown your efforts with success. Study them carefully. Observe them religiously, and you are bound to win.

1. Remember that the paper merchant is for your convenience, and he has few rights, if any.

2. Trade customs should be invoked only when they work to our advantage, as they were gotten up by us for our own benefit.

3. Any time a paper merchant makes a claim against the mill—tell him that the claim will not be allowed as we never make mistakes.

4. When business is poor—tell the merchant that you are ninety days behind in your deliveries, and that you must have his order now if he wants to get the merchandise on time, as you are making up your production schedule. This is a great point in getting business, and it works to a charm. Make the paper merchant feel that he is under great obligation to you through your acceptance of his order so that he will be obligated. Cash in on this obligation at the first favorable opportunity.

5. Whenever you are obtaining an order from a paper merchant tell him that you will do the best you can to get the paper manufactured for him—that you will take it up with the mill at once and use your good influence. It is wise to make the merchant believe that you never need his business but that you are a good fellow who is willing to get out of your way to extend an accommodation.

6. Never make the same price for the same quantity and quality to two merchants, as you might get caught in a lie when you tell him that you are giving him an inside price. Always tell the merchant that inasmuch as he is getting an inside price he must keep it confidential.

7. Change your colors from time to time varying them just a shade, as this will enable you to obtain new business.

8. Whenever you would like to have the paper merchant get out a new sample book representing the line you sell him, change your colors a trifle and then his samples will not represent the merchandise he has in stock. Inasmuch as he gets out these sample books, and pays for them himself, the mill will experience no expenses.

9. Get out a paper and call it "Tweedledum". Change the formation slightly, but use the same stock and call this paper "Tweedledee". By this method you can thus get two merchants as your distributors in the same town, and you thus make each one of them your exclusive distributor for that brand. They will fall for this, and I speak from experience.

10. When you have announced a lowering of price—fill all orders before the price goes into effect for then you can quote the previous price. On such occasions load the freight cars at night, even if you have to work overtime. It is well to bribe the yard master of the railroad so that he will accommodate you in hauling all cars away from the mill before midnight. Of course, you are to keep working up to 11:59 P. M.

11. Work in conjunction with other paper mill manufacturers, and start rumors that prices are soon to be advanced. After the rumors are afloat send your salesmen out with instructions to warn the paper merchants that the prices will soon rise, and they had better place their orders right away. By this clever method you will be able to round up business.

12. These paper merchants insist on private brands, which is always a thorn in our side. To discourage the private brand business, the paper mill manufacturers have evolved a very clever scheme. Specifications for the private brand call for

the same quality as our own mill brand in a certain grade. It is supposed to have the same furnish, same finish and same general appearance, and be a strictly competitive sheet. When you are making a private brand instruct the mill superintendent to lower the quality for in this way you will be able to hold the business any time the merchant offers his private brand in competition with ours. Many mills have saved thousands of dollars by following this principle.

13. Here is the way to handle the business when the paper merchant is making a bid, we will say on specifications of a Board of Education. It is quite often we will be behind in our production schedule, and that we do not need any more business at the time. When you learn that the paper merchant is going to make one of these bids tell him you want the business, regardless of the fact that you are incapable of filling the regular orders of the paper merchant. Work closely with the merchant and get our papers specified. If you get the business, see that the paper mill superintendent switches it in ahead of the regular orders of the paper merchant no matter how long we have had them on file. If the business goes to a competitor, immediately call upon the paper merchant and hand him this ultimatum:

"Mister Merchant, next time this order comes up unless we are assured absolutely of the business we will go and get it direct and ignore you completely."

14. In order to take care of our tonnage, it is necessary on occasions to sell the printer direct, but, of course, we must not get caught at it. You can camouflage your operations by various methods. Organize a dummy company, with a phony name and have them conduct the business. Create a fictitious distributor in the Orient, and then have the shipment diverted direct to the printer or the lithographer in the United States. Through your experience you will be able to devise other methods for selling direct. All it requires is a little thought on your part, for remember that the paper merchant is nothing else than an out and out dumbbell.

You can satisfy your conscience by saying that paper is manufactured to serve a purpose, and it does not matter what happens, after the paper leaves the mill and gets into the hands of the ultimate consumer.

Now, my dear son, you may think that this is rather harsh treatment of the paper merchant, but let me say that he is a necessary evil in business—that economically speaking he has no rights of existence, and that he is a leech in the business world, sucking the blood of the respective paper mill fraternity, and that he really is worthy of no consideration except as he may at times be necessary to us in our operations, and we need his money.

Remember this: Never be afraid of a paper merchant, as you always have the club of direct selling in your hand to smash him over the head with if he gets dictatorial.

Affectionately yours,

DAD.

In this good-natured bit of satire "Dad" is none other than Rollin C. Ayres, Director of Advertising, Zellerbach Paper Co. Mr. Ayres presented the "letter" at the "Second Annual Gastronomical Conference of the Paper Peddlers" of San Francisco, held at the Mark Hopkins Hotel on April 12, 1928. Members of the paper trade who heard the paper read in San Francisco have voiced their approval of Mr. Ayres' "letter" by besieging him for copies of it. It is printed in PACIFIC PULP & PAPER INDUSTRY to give others in the paper industry the benefit of this joking "poke-in-the-ribs."

Paper Displays Feature Advertising Convention

DISPLAYS of paper from east and west were among the features at the Second All-Western Direct Mail Advertising Association Convention and Exposition held at the Civic Auditorium, San Francisco, May 2-4. The object of the display was to make people "paper conscious" and "printing conscious" and during the three days more than 20,000 attended and 600 registered at the \$5 fee.

Western paper exhibitors at the exposition included the Everett Pulp & Paper Co., the Zellerbach Paper Co., Blake, Moffitt & Towne, Bonestell & Co., Field-Ernst Envelope Co., General Paper Co. and the Pacific Coast Envelope Co.

The Zellerbach company also had charge of booths installed by the eastern paper mills which they represent. These displays were from the S. D. Warren Co., Hammermill Paper Co., Appleton Coated Paper Co., Albemarle Paper Manufacturing Co., Beckett Paper Co., Fox River Paper Co., Wrenn Paper Co. and the Linweave Association.

Blake, Moffitt & Towne displays included those from the following mills: Oxford Paper Co., Neenah Paper Co., Standard Paper Manufacturing Co., Reading Paper Co., Old Colony Envelope Co., the Brown Company and W. C. Hamilton & Sons.

Other paper displays were placed by the American Writing Paper Co., Strathmore Paper Co., Parsons Paper Co., Millers Falls Paper Co. and the District of Columbia Paper Manufacturing Co.

Rollin Ayres and Lee Larimer of the Zellerbach company were in general charge of their company's displays. Arthur Towne had charge of the Blake, Moffitt & Towne exhibit, assisted by Reeve T. Watson, F. L. Lang, James A. Gruner and T. M. Dennison of the Los Angeles office.

Airplane in Bonestell Booth

Robert N. Finlay, advertising manager of the District of Columbia firm, was in San Francisco in charge of his company's booth; Henry V. Burgee had the Millers Falls and Parsons companies exhibits; W. J. McCormick, Pacific Coast manager and George J. Caldwell, general sales manager, handled the American Writing Paper Co. display; Fred B. May was out for the Strathmore firm; Oliver Richmond represented the Linweave Association; Jesse W. Clark, field representative, had the S. D. Warren exhibit; E. S. Colvin, advertising and sales promotion manager of the Appleton company, came west to take care of the company's booth and George W. Houk represented the Wrenn Paper Co. The other eastern displays were taken care of by the western representatives of the mills.

Joseph Springer got up an interesting attention-getting idea for the Bonestell booth, in which the visitors were invited to guess the number of revolutions the propeller of a miniature airplane made during the time of the show. The airplane was in the Bonestell booth and it was the product of the Boeing Airplane Co. of Seattle and was made exactly as the big air mail ships are constructed. Others of the Bonestell company who were at the Exposition were Charles Pritchard, sales manager, Clifton Harris, Frank Trevor, Jack Finn and Fred Dunne.

The Field-Ernst booth showed moving pictures of different noted athletes, with suitable captions to interest

the spectators. One picture showed Babe Ruth driving out a long homer and the caption read: "Let Field-Ernst Envelopes Make a Hit For You." Another was of Champion Gene Tunney taking a swing at a sparring partner, with a caption: "Let Us Put a Punch In Your Envelope." A third picture portrayed "Dizzy" Vance twisting them across for the Brooklyn Dodgers and the caption read: "Let Us Put One Over For You." A fourth picture showed Gene Tunney again, this time, mauling a dummy gymnasium figure and the caption was: "This is Pasting Up a Dummy." This moving picture of the Field-Ernst company attracted a great deal of attention. Among this company's personnel who were at the show were Alan Field, J. A. Ernst, W. E. Vaughn, Charles J. Cutler, I. L. Evans, Jack Hofner, George S. Bennett, W. H. Merrill and Charles Bassford.

The Pacific Coast Envelope Co. featured its new "Mono-Outlook" envelopes, as well as the "Columbian U. S. E." envelopes. J. S. Fairchild was in charge of this booth, assisted by C. E. Turner, R. S. Cate and J. R. McKalip.

John J. Page represented the General Paper Co. at the convention most of the time. Others who assisted included W. B. Reynolds, sales manager, Carl Tobin and William Kelly.

Everett Features Publications

The Everett Pulp & Paper Co. had an interesting display including sample copies of many of the publications printed on this company's stock. Augustus Johnson, San Francisco manager for this firm, was at the booth, as were Harold Anderson and Miss L. Burke.

The headquarters booth of Blake, Moffitt & Towne featured several panels, one of which portrayed, with blinking electric lights, their new promotion department: "Step Up the Stairs to New Ideas." Another panel displayed the treasure chest of hand wrought solid copper which is to be given by the company for the best display of direct mail advertising at the Pacific Coast Advertising Clubs Association convention at Honolulu next month. A third panel showed this company's direct mail advertising guides.

One feature of the Zellerbach display which attracted crowds throughout the show was a miniature paper-making plant, in which E. A. O'Connor, a chemist loaned from the Stockton, Calif., plant of Fibreboard Products, Inc., made paper and explained the process as he went along. This outfit consisted of a miniature beater, 5 inches long, hand screens, drying felts and an electric drying oven.

During the exhibition Mr. Clark of the S. D. Warren company, gave a talk on "Combating the Rising Costs of Selling," and one point he brought out strongly was that printers could save their customers considerable money by recommending printing on standard size stock rather than on special sizes, which must be cut.

The Seattle representatives at the convention notified the Board of Governors of the Direct Mail Advertising Association, which conducted the show, that they desired the 1930 convention for the northern city.

Rollin Ayres was elected to the board of governors to succeed A. B. McCallister of Los Angeles.



A FEW OF MANY ATTRACTIVE PAPER DISPLAYS EXHIBITED BY THE TRADE AT THE SAN FRANCISCO ADVERTISING CONVENTION

In the left hand column the displays are: (Top) Blake, Moffitt & Towne as distributor showing the lines of the Old Colony Envelope Co., W. C. Hamilton & Sons, Beveridge Paper Co., and the Hampshire Paper Co. (Center) The air mail exhibit with the model Boeing airplane attracted attention at the Bonestell & Co. booth. (Lower) Headquarters booth of Blake, Moffitt & Towne, showing, in the center of the display,

the new promotion department. In the right hand column the displays are: (Top) Pacific Coast Envelope Co. Division of the United States Envelope Co. (Center) The Everett Pulp & Paper Co., featuring its slogan "Rely on Everett" and displaying many publications printed on Everett paper. (Lower) The Zellerbach Paper Co. with its miniature paper mill, demonstrating hand manufacture of paper.

T-R-A-D-E - T-A-L-K

Devoted to the Paper Trade of the Western States

Mr. Buckley, We Smoke El Ropos

We now know the name of the bride.

Emment W. Buckley, president of the Western Pacific Paper Co., Los Angeles, and Madeline L. Baer of Los Angeles were married at Bakersfield, California, April 25. The marriage ceremony took place at the



Left to Right: E. W. Buckley, Mrs. Buckley and Sidney L. Willson

home of Mr. and Mrs. E. B. West, relatives of the bride.

Part of the honeymoon of the happy couple was spent at the Del Monte convention, where Mrs. Buckley, who is a seven handicap golfer, hoped to annex a prize. Emmet says, although he has just won one prize, he has given up all hope of winning a golf prize, having previously been in the first, second and third flights and had no luck in any of them.

Mr. Buckley has bought a home at 1240 South Manhattan Place, Los Angeles, where the couple will take up their residence following the honeymoon.

Mr. Buckley was looking forward to a chat with Sidney L. Willson, president of the American Writing Paper Co., at Del Monte. It was Mr. Willson who gave Mr. Buckley his first job in the paper business, some 20 years ago. Mr. Buckley clearly remembers the event, because while Mr. Willson thought young Buckley was only worth forty dollars a week to the Grand Paper Co. of St. Louis, Emmet thought he was worth fifty, and what is more argued so well that he got it. He never fails to remind his good friend Willson of the incident when they meet, as they do most every year.

Staff Changes in B. C. Paper House

Several staff changes in the Columbia Paper Co., Vancouver, B. C., have been made in consequence of a general expansion in the company's business. T. F. Hutchinson, formerly with the Coast Paper Co., Vancouver, and Pat S. Murray, formerly with the Provincial Paper Sales of Calgary, have joined the personnel. They will take the places of A. E. Miller and C. H. Dennis, manager of the fine paper department and manager of the wrapping paper department, respectively. Miller and Dennis are now joint managers.

Murray Outlines Work of New Department

"Rely on Everett" is the slogan which the sales promotion department of the Everett Pulp & Paper Co., Everett, Wash., is using in connection with its extensive advertising campaign, following large improvements at the mills. Announcement has been made previously of the appointment of Mr. J. L. Murray as director of sales promotion, and, according to Mr. W. J. Pilz, manager of the company, the new department is in line with the progressive policy of this long established and successful Pacific Coast mill.

Service to printers, publishers and consumers generally to meet their requirements exactly is the ideal of Mr. Murray's department. He has been intimately connected with the printing business and also with the paper distributing business, thus enabling him to know what the consumer wants. The enlargement and modernization of the equipment makes the company well able to give the customers what they want.

"Everett" has made a fine reputation in various uncoated book and label papers as well as railroad manila and other grades of writings. New lines have been added, including bond paper, posting ledger, colored non-fading poster, white envelope papers, offset book and a new grade of special manila.

More Mergers for Conversation Topics

Old Dame Rumor continued to wag her tongue for the entertainment of Washington paper jobbers during the past month. The names of two leading distributors were heard in many conversations and a variety of expression was available. Some held that for the two organizations to join hands would be logical and not surprising, while others could see no possibility of such a combine taking place. There was more than one combination mentioned in the current rumor, but cold, hard facts were missing in all cases. The one prevailing feeling seemed to be that something was going to happen in the trade on the Pacific Coast that would be a real piece of news.

Business Only Fair in Northwest

Trade in the Seattle territory is a bit irregular and rather more inclined to be dull than brisk, according to a composite opinion of conditions by jobbers in the territory. A little increase in coarse paper demands is noted that is credited to preparation for the tourist season, which always brings a heavy volume of visitors into the Pacific Northwest.

Seattle Jobbers Favor Del Monte

Del Monte will perhaps always retain the Pacific States Paper Trade Association annual convention if Northwest jobbers are asked for an opinion.

"We must have golf," they say, "and Del Monte gives us that, right at the hotel. And then the trip down there breaks into the grind up here and so we don't half mind it."

Believes Paper Business About Normal

Robert N. Finlay, advertising manager and in charge of sales promotion for the District of Columbia Paper Manufacturing Co., Washington, D. C., who is making a tour of the Pacific Coast, recently spent seven days in Los Angeles. Mr. Finlay states that the paper mills in the East are fairly busy and thinks that perhaps business is a little brisker with paper houses on this Coast than in the East, but that conditions in the paper business are normal throughout the country.

"The western jobber being some distance from the source of supply necessarily must have a larger investment as he must carry a larger stock than the jobbers located where they can get rapid delivery," said Mr. Finlay.

"Highly colored papers sell more readily on the Pacific Coast than in the East, and good grades of paper are used. Printers are beginning to realize that sales are as important as so many press revolutions per hour. When printers fully realize how to use materials, both the printers and the paper industry will benefit. I have been in the printing business, so have seen both sides of the fence. Today we have a different type of printer and paper jobber salesman than we had a few years ago."

Mr. Finlay has been with the District of Columbia Paper Manufacturing Co. for a year and a half, and formerly was with the American Writing Paper Co. He left Washington the first of April and expects to return there early in June. Upon leaving Los Angeles, Mr. Finlay went to San Francisco to attend the All-Western Direct Mail Advertising convention, where he established a booth for the display of his company's products. Before returning to Washington, he intends to visit several cities in Canada.

Mr. Finlay expressed much surprise over the remarkable progress Los Angeles had made since a stay which he made in that city some fourteen years ago.

Zellerbach Managers Have Convention

Division managers of the Zellerbach Paper Co. meet at San Francisco May 14 and 15 in their eighteenth annual convention. The sessions will be held in the Assembly Hall at the Zellerbach headquarters building on Battery St. One important committee at this convention is the Standardization Committee, headed by Louis A. Colton, director of purchases of the Zellerbach company. The convention banquet will be held in the Room of the Dons, Hotel Mark Hopkins, May 14 and will be presided over by M. R. Higgins, chairman of the board of directors of the Zellerbach Corporation.

All the delegates to the convention attended the Pacific States Paper Trade Association convention at Del Monte May 7-12.

Graham Adds New Wall Paper Line

John W. Graham & Co., Spokane paper jobbers, have added a new line of wall paper known as "rough plaster". The new paper has all the merits of a hand finished plaster wall, without its high cost and difficulty of application. Several different color effects are offered.

Fred L. Shaffer Represents Oles Envelopes

Fred L. Shaffer with headquarters in Los Angeles has become Pacific Coast representative for the Oles Envelope Corporation of Baltimore.

Hammermill Sales Manager on Coast

Harrison Baldwin, general sales manager of the Hammermill Paper Company, and Gordon Taft, manager of the company's New York office, recently spent two weeks in Los Angeles. Mr. Baldwin makes an annual trip to this coast. He is visiting the various branches



HARRISON BALDWIN

of the Zellerbach Paper Company, and of the Standard Paper Company, distributors in Tacoma for the Hammermill lines.

While in Los Angeles, Mr. Baldwin said: "As the Pacific Coast grows, it quite naturally becomes a larger and more important market for the distribution of all kinds of paper. We are pleased with the responsiveness of Pacific Coast printers, not only in a recognition of the quality and serviceability of our lines, but in the effective use which they make of the sales material which Hammermill prepares to assist in selling printing, and to bring to the business man a keener appreciation of the value to him of printing in his business."

"The Pacific Coast is assuming a more and more important place in the production of paper and pulp. This probably always will be confined to wood-pulp products. This coast has the raw material, the climate, the room, and shipping facilities—everything that is needed from a production standpoint. Statistics show that there already is a greater productive capacity than this country demands. The problem therefore is one of sales and distribution. It will be interesting, indeed, not only to watch but to be mindful of the development of the industry along the Pacific Coast."

Kraft Trade Stimulated by Price Revision

Northwestern trade in kraft paper was stimulated last month by a revision of mill prices effective April 9, raising the price to jobbers about 30 cents per hundred-weight. Increased buying in anticipation of future advances in price took place among both jobbers and retailers.

The removal of Swedish pulp from the American market through labor difficulties and the announcement by a Coast mill of the discontinuation of the manufac-

ture of kraft No. 2 were reasons popularly assigned for the advance. In general, local jobbers are more optimistic over the kraft situation, which was distressing last winter.

Paper Man Visiting Earth's Far Corners

Several visiting Eastern paper men were honored at the April 23, luncheon of the Los Angeles Advertising Club, seats being provided for them at the speakers' table, and they being individually presented to the gathering. These were George W. Ward, president of



George W. Ward and a Mexican Hunting Trip Trophy

the D. L. Ward Co., Philadelphia; Frederick May of the Strathmore Paper Co., and O. P. Richmond of The Linweave Association, Springfield, Mass. Nancy Baker Tompkins of the Los Angeles Division of the Zellerbach Paper Co., who takes a most active interest in the club and is a well-known member of the body, also was present at the luncheon.

Mr. Ward made a short talk, and read the following telegram from Charles Paist of Philadelphia: "George W. Ward—As a member of the Board of Governors of Direct Mail Advertising, you undoubtedly will speak before or come in contact with the Los Angeles Advertising Club. Will you please extend Poor Richard's greetings and a hearty invitation to all members to be our guests next October, when we act as host to the Direct Mail convention. Hope you are feeling better."

Mr. Ward, who conducted the Wednesday afternoon session of the All-Western Direct Mail Advertising Convention, held the first of May in San Francisco, spent some time in Los Angeles previous to going to San Francisco. The object of Mr. Ward's trip is to regain his health, as he experienced a physical breakdown last October, and was advised by his physician to take an extended vacation. Before coming to California, Mr. Ward visited Mexico, having many interesting as well as thrilling experiences during his sojourn there. He traveled some 4,000 miles by airplane over Mexico, and even hunted antelope and other game from the air, and he states that it is no novel experience to be shot at while traveling by air in Mexico, and that the plane he was in was shot at twice, one bullet going through the wing of the plane.

Mr. Ward expected to be the guest of Sterling Rohlfs in a flight over Mexico, but while Mr. Rohlfs,

husband of Anna Katherine Green, writer of detective stories, and two American companions were flying from Nogales, Arizona, to Mexico City, where Mr. Ward was to be met, fate in some form overtook them, and the plane crashed to the earth, killing all three, when only forty-five miles from their objective. While in San Diego in April, Mr. Ward addressed the San Diego Advertising Club, and during his Los Angeles visit spoke before the sales force of the Los Angeles Division of the Zellerbach Paper Company on "The Principles of Salesmanship." Upon leaving San Francisco, Mr. Ward expects to embark on an ocean voyage to points in the Orient. At Singapore, Mr. Ward plans to charter a sailing boat and guides to make a trip to the Island of Bali, said to be a spot untouched by civilization, and whose inhabitants follow the same customs, and dress in the same manner as did their forebears 3,000 years ago. Mr. Ward's physician instructed him to get away from modern civilization, and it would seem that with his characteristic determination to accomplish results, Mr. Ward is following instructions to the letter. He expects to bag a tiger or so and other big game on the trip. On the return trip he will visit Siberia and Russia, reaching Philadelphia early in October.

O. P. Richmond spent a week in Los Angeles, making an attractive display of the Linweave line of papers in the display department of the Zellerbach Paper Company's Los Angeles branch, and calling on the printing trade.

Cheerful Voice Over Telephone

The grouch who calls the Portland office of Blake, Moffitt & Towne during morning business hours is pretty certain to have his mental tone changed for the better. For instead of hearing the commonplace announcement of the company's name, he will hear a cheery:

"Good morning—this is Blake, Moffitt & Towne."

Miss Ethel Nielson, switchboard operator, who originated this idea at the Portland branch, believes that such a salutation sometimes goes a long way toward putting a customer into a better buying frame of mind, or that it may even tone down someone who is all set to tell the concern where to head in at because of some price difference or delivery complaint.

The operator, who answers morning calls in her original way, says that scores of callers have complimented her on the original touch she adds to her duties.

Master Printers Given Tips on Sales Promotion

The Master Printers of Colorado were treated to a masterful talk on "How the paper salesman can assist in planned sales promotion" delivered by Joseph Bamber Jr., of the Butler Paper Co., at their regular monthly meeting held at the Oxford Hotel in Denver on April 19.

Mr. Bamber told his hearers there was a way for them to suggest the use of printed papers effectively to any prospect and that printers generally have done little to develop new uses for their products. Successful printers in the future, he said, will either follow the specialty field or profit by creative ideas. The sales letter or broadside will not prove profitable unless dressed in the proper form.

Since prospects as a rule have little knowledge of the identity or quality of paper they must necessarily rely on the printer to advise them in the intelligent selection of the proper vehicle for the advertising piece and herein lies the printer's golden opportunity. The

speaker warned the printers that it was necessary for them to study different kinds of papers to be the better prepared to give this advice, and gave a classification to guide them.

Mr. Bamber placed book papers in three classes—first: those which are completely finished on the paper machine having a rough finish (Antique or Eggshell)—second: those which after leaving the machine are given a smooth surface by calendaring or pressing (Machine finish and Supers)—third: those which after leaving the machine are coated with clay, casein or similar materials, and then given a glossy or dull finish surface (Coated or Enamel).

The speaker then gave suggestions as to the kind of paper best adapted for certain uses. A tough durable cover, preferably the imitation tooled leather or fabricoid, were recommended for illustrating heavy machinery. Pastel shades were listed as the best to be used in carrying a message to women. Rag Bond lends the thought of dignity and stability to the appeal in advertisements of financial institutions. Illustrations which are to be subjected to most critical observation will show up better on India or Ivory Tints than on Whites. Printers were referred to national periodicals—most of which are printed on Supers or English Finishes—for ideas on the adaptability of these papers. Machine Finishes have proven their use in mail order catalogues and constitute the largest selling item of book papers.

A most careful selection of the cover was urged since "The cover is the front door to the book." Antiques and Ripples are rapidly being replaced by new ideas in finishes and patterns, and printers are being furnished with sample swatches of these to enable them to be up to the minute to meet this demand. Mr. Bamber stated that the importance of using suitable envelopes has heretofore been overlooked and this neglect will have to be corrected. Stock with high grade surface was recommended for leaflets, envelope stuffers and enclosures, and Folding Bristols and Index Bristols for booklets folders or cards. The speaker urged the adapting of the required piece to the standard sheet rather than attempting to adapt the size of the paper to the piece and called attention to the immense saving that could be accomplished by cooperation in standardization. Printers were reminded that they could profit greatly by using the facilities offered by their paper firms in the preparation of dummies and in studying the exhibits set up in these firms.

Have New Machine for Fancy Envelopes

Carter Rice & Carpenter of Denver have ordered a new adjustable envelope machine for manufacturing fancy envelopes. The machine can make all sizes up to $5\frac{1}{2} \times 10\frac{1}{2}$ open side wallet flaps with or without deckle. It can turn out 75,000 envelopes a day and will greatly facilitate production over the hand method formerly used. The company engineers are also at work on a new machine to fasten the windows on their newly patented Windo Cake Boxes.

Expect Big Season in Paper Containers

With Colorado's annual tourist influx under way the Graham Paper Co. in Denver is looking forward to splendid sales in the Tulip Cup Corp. paper containers, especially those articles designed for picnic and outing uses. J. F. Mathison, assistant manager of the Graham Co., spent a few days in April out in the state in the interests of the firm.

Standard at Tacoma Handling Pabco

The Standard Paper Co. at Tacoma, Wash., has taken on the Pabco floor covering line manufactured by the Paraffine Companies, Inc. As this is a departure from the regular lines of paper, the company has adopted the expedient of putting the salesmen on a quota basis, and under this system they have found that the product is moved very well. The flooring is placed in the outlying stores and furniture and hardware establishments and finds a wide distribution, and an encouraging number of repeats.

San Francisco Visitors

Among the recent visitors among the paper tradesmen in San Francisco were: Miner W. Beckett, president of the Beckett Paper Co.; Harris Baldwin, sales manager and Roger P. Taft, New York manager of the Hammermill Paper Co.; C. W. Spickerman of the Whiting-Plover Paper Co.; Lawrence Stedman, Los Angeles representative of the Kimberly-Clark Paper Co.; Norman Harrower of Lonton Bros. & Co., and Lloyd Riches of the Western Paper Converting Co. of Salem, Ore.

L. A. Man Plans Tour of Europe

Eugene Zellerbach, after having served the Los Angeles Division of the Zellerbach Paper Co. successfully and well for over a quarter of a century, is planning a vacation tour of Europe, Mrs. Zellerbach to accompany him. The members of the sales staff of the Los Angeles Division recently tendered him a dinner. His territory will be cared for by William Hoberg and Dave Crikelair.

Mielke Attends Klamath Falls Celebration

O. W. Mielke, head of the Portland office of Blake, Moffit & Towne, accompanied the Portland junket of 100 business men to Klamath Falls, Ore., May 12. The occasion was the celebration of the first official train to enter Klamath Falls over the new line of the Great Northern extended from Bend. The ceremonies included the crowning of the queen, christening of the Great Northern and the driving of the golden spike.

Tourists Demand Paper Products

The Standard Paper Co., of Tacoma, reports an increased briskness in paper products which are sold to tourists. This line covers paper plates, napkins, towels, table covers, stationery and a host of other items. The retail sale of these items is made through auto tourist camps, service stations, grocery stores, etc. The van of the tourist horde began to come in April, and from then until October and even later they will continue.

Spokane House Puts on Movie Program

John W. Graham & Co. of Spokane, issued invitations last month to a thrilling three-reel movie entitled "Fly Low Jack and the Game". The picture was made by amateurs. It was one of several home made movies shown by the Graham company at a special showing at the Davenport hotel. The purpose was to stimulate an interest in amateur motion picture cameras.

Bill Taverner Passing Cigars

Bill Taverner of the Taverner & Fricke paper firm, Los Angeles, has been busy passing out the Havanass, having become the proud father of a son some little time ago.

*Set-up
Folding
Corrugated
Solid Fibre*

BOARDS and BOXES

A department for interests allied
with the pulp and paper industry

*Board
Mills and
Paper
Converters*

Max Schmidt Could Carve a Living

"If I Went Broke?" is a question answered by Max Schmidt, president of the Schmidt Lithograph Co., San Francisco, in a recent issue of "The San Francisco Ex-



President Max Schmidt of the Schmidt Lithograph Company of San Francisco as seen by a "San Francisco Examiner" artist.

aminer," which is running a series of answers by prominent Bay City residents to this question.

"What would bother me most if I went broke and lost all this, is what I'd do—first," Mr. Schmidt said.

"Ach, if I went broke? I would not fret. I would have too many things to do. I can do all these. See—"

And Mr. Schmidt took a pencil and forthwith set down those things he would pursue if circumstances decreed he begin anew.

"Now, see, first this. Fifty years and six I have been in this business. Would not this experience be worth something, so to another color or printing business? I could reduce production costs and build business. Good. Now we go here."

The scene shifted to Sausalito, yacht haven across from San Francisco.

"Why couldn't I go here and make a good living? I could teach amateur yachtsmen to splice a rope, hoist a jib or repair a sheet."

This diversity of talent amazed "The Examiner" writer. "Wait, now we come to this I love best. It is today my hobby. I could get a few pieces of wood and with my knife cut out funny little dolls and figures for children. They would buy them, yes. See?"

His beloved knife was in his hand and an imaginary block of soft wood was taking shape and form. "See? A funny man with a little fat belly. Good?"

He brushed his waistcoat and trousers. "Oh, I would be just as happy, if I went broke."

Reservations Pour In For Paper Box Convention

From the north, from the south and from intermediate points are coming reservations in large numbers for the 1928 convention of the Pacific Coast Paper Box Manufacturers' Association to be held at Del Monte, Calif., June 25, 26 and 27.

A particularly large delegation is expected from Southern California, while the representation from the Pacific Northwest is hoped to be almost 100 per cent, according to Carl R. Schmidt, San Francisco, president.

All the committees working on the convention plans have completed their preliminary work and are now getting down to details. E. J. Farina of Fibreboard Products, Inc., San Francisco, chairman of the entertainment committee, reports that there will be "something different" in the way of entertainment this year. For one thing, the committee has decided to have only male entertainers, instead of having both men and women performers. Not that the girl singers and dancers are not good, but that the men are better, they explain. One big number on the program will be Clarence Coleman, San Francisco artist, who entertains thousands nightly over the radio station KPO, singing as "Schnitzel." As "Schnitzel," Coleman has won hundreds of admirers and he will appear on the program several times at Del Monte. Other entertainers are to be engaged later.

Banquet Night Changed to Tuesday

It has been decided to change the date of the convention banquet and hold it on Tuesday night this year, instead of on Wednesday night as in the past. Always the banquet has been held on the final night and has been the occasion for the presentation of the golf prizes. It has been found that the delegates are generally fagged out by the time Wednesday night comes around and many of them are in a hurry to get away for home. Last year the banquet broke up early so many of the southern delegates could catch a late train for Los Angeles. This year, the golf prizes will be awarded at a golf dinner held on Wednesday night, at which Gus Trost of the Fleishhacker Paper Box Co., San Francisco, chairman of the golf committee, probably will preside.

Chairman Trost reports his committee is making splendid progress. The preliminary rounds of the golf tournament will be held Sunday, June 24, and all who wish to play must appear Sunday. The first and second rounds will be held on Monday and Tuesday and the final round on Wednesday. Last year Carl Schmidt won the tournament and he is in good condition to repeat again, although this is no prediction; just a guess.

Wires are being sent out now to the men who are wanted by the convention as speakers and by the first of June it is expected that the entire program will be ready.

C. W. Hering of the Hersee Company, Los Angeles, has charge of the Calcutta Pool and will hold the auction Sunday.

Business sessions are to be held on Monday and Tuesday and Wednesday morning. The election of officers and selection of the 1929 meeting place will take place Wednesday morning and the afternoon will be devoted to the golf finals and other amusement events.

There is a possibility that this year's convention will be the last held at Del Monte for at least a year or so. One reason for this fact is that R. E. Barker of the National Paper Box Co., Vancouver, B. C., is in line for the presidency and if he is elected there is a chance that the next year's meeting will go to the Northwest. It is said that the northern members have wanted for some time to hold the convention in their territory.

Fibreboard Entertains Paper Box Makers

Wednesday, April 25, was an outing day for the San Francisco members of the Pacific Coast Paper Box Manufacturers for on that date they journeyed to Antioch, Calif., where they inspected the big plant of Fibreboard Products, Inc., and later they held a golf tournament at the Castlewood Country Club, formerly the country estate of Mrs. Phoebe Hearst, in the Mt. Diablo section, back of Oakland, Calif.

Fibreboard Products acted as host for the trip and supplied a big automobile bus to carry the box makers from San Francisco to Antioch and on to Castlewood. W. H. Thomas, sales manager of the Fibreboard firm, was in charge of the arrangements. Also Mr. Thomas turned in the best score of the day in the golf tournament.

The golf scores follow:

	Gross.	Handicap.	Net.
W. H. Thomas, Fibreboard Products, Inc.	90	14	76
A. B. Korbell, Raisin & Zaruba	91	14	77
Carl Schmidt, Schmidt Lithograph Co.	92	14	78
E. F. Wuthman, Schmidt Lithograph Co.	102	24	78
Hugh Peat, Association Secretary	126	45	81
Gus Trost, Fleishacker Paper Box Co.	109	28	81
C. J. Bastedo, Boxboard Products Co.	128	45	83
R. York, York-Stern Co.	113	28	85
J. A. Benedict, Western Paper Box Co.	114	28	86
R. Comstock, Chas. J. Schmidt Co.	126	40	86
Jack Raisin, Raisin & Zaruba	115	28	87
H. J. O'Brien, Fleishacker Paper Box Co.	112	24	88
J. B. Gilman, Gilman-Peterson Carton Co.	118	28	90
Dave Sahlein, Boxboard Products Co.	130	40	90
M. Devers, Fleishacker Paper Box Co.	119	28	91
Dick Schmidt, Schmidt Lithograph Co.	119	28	91
L. Thiebaut, Thiebaut Bros.	120	28	92
L. Raisin, Raisin & Zaruba	126	30	96
L. Adelstein, Fleishacker Paper Box Co.	143	45	100

Northwest Envelope Co. Adopts Board Cartons

Complete replacement of wooden cases with cartons of corrugated board in the shipping of their product has been carried out during the last month by the Northwest Envelope Co. of Seattle. The change has been entirely satisfactory, says George Milne, head of the sales department.

"We are using board cartons holding 10,000 envelopes for local orders, cartons holding 5,000 for distance shipment," says Mr. Milne. "Ease in handling and economy are the chief advantages. When cartons were first used for shipping stationery the contents often suffered from rough handling. Freight handlers are now more accustomed to handling them, and the contents come through undisturbed."

Pacific Straw Board Has New Superintendent

Earl J. Raney has recently been appointed superintendent of the Pacific Straw Paper & Board Co., Longview, Wash. Mr. Raney has been identified with board

mills in the East for the past 15 years making a variety of grades of combination boards, test liners and .009 corrugated straw. Mr. Raney comes of a family that is prominently identified with the board industry. His father, Edward J. Raney, is well known in the Middle West, having built several modern mills and has a record for quality production. A brother, Charles E. Raney, is general superintendent of all the mills of the Container Corporation of America.

Standard Goes in for Display Advertising

A steadily growing production of display advertising designed for the marketing of local products is reported by J. H. Duersehn of the Standard Paper Box Co., of Seattle.

"Under pressure of business competition, goods are now sold from the counter instead of the shelf or barrel," says Mr. Duersehn. "A lithographed rack or receptacle brings them before the eye of the public. The current tendency toward merchandising in small quantities gives further encouragement to the production of boxes which, with the lid raised, furnish a direct appeal to the eye. A counter box now has to serve other purposes than that of a container."

Racks, easel boxes and counter placards are some of the forms taken in this presentation of goods. Special cardboard stands for goods as diverse in character as bird seed, soap flakes, and ready-tied bow ties are among the items produced by the Standard Co.

Japan Wants Pacific Coast Envelopes

Extension of American business methods to Japan has resulted in numerous requests from that country for the best grade of American envelopes, says W. A. Griffin, pioneer envelope maker, now head of the Griffin Envelope Co., of Seattle.

"As far as quality is concerned Oriental makers of envelopes offer no competition to American rivals," says Mr. Griffin. "We are receiving many requests from establishments operated by foreigners, and from native concerns as well."

Mr. Griffin declared that the company's business was much greater in volume this year than last, with prospects of the construction of a new plant some time within the year. A daily production of a half-million envelopes, utilizing two car-loads of paper stock a week, is maintained.

Fire Destroys Straw Pile at Antioch

Fire, suspected to be of incendiary origin, destroyed a stack of baled straw at the Antioch, Calif., mill of Fibreboard Products, Inc., on April 12. The blaze was a half mile from the mill itself, so that the plant was in comparatively little danger. Hard work on the part of the fire department, and a lack of wind, permitted a control of the blaze so that it did not spread to other stacks of straw and waste paper which were stored nearby.

B. C. Box Makers Will Be at Del Monte

R. E. Barker, president of the National Paper Box Co., Vancouver, B. C., and vice-president of the Pacific Coast Paper Box Makers Association, will attend the annual convention of that association in Del Monte, Cal., in June. S. Barraclough, representative of the National Paper Box Co., in Victoria, will also attend the sessions.

*New Types
New Models
New Machines*

EQUIPMENT

Manufacturers of, and dealers in, equipment used by pulp and paper mills, board manufacturers, converting plants, paper merchants, or any other branch of the industry may make their announcements in this department.

*New Dealers
New Branches
Appointments*

E. G. Drew Represents Engineering Concerns on Coast

Mr. E. G. Drew, for many years connected with the J. O. Ross Engineering Corporation, and the John Waldron Corporation, has opened an office at 303 Lumbermen's Building, Portland, Ore.

He will represent the J. O. Ross Engineering Corpor-



E. G. DREW

ation, who specialize on paper mill heating and ventilating systems, waste heat recovery, Ross-Wagner furnaces, as well as air conditioning for the paper trades and printing trades.

Other concerns to be represented by Mr. Drew are: John Waldron Corporation, manufacturers of paper converting machinery; Smith & Serrel on Francke couplings, and Nichols Products Corporation, manufacturing and installing Nichols-McCann-Harrison high temperature heaters, baking and drying ovens, and paint spray booths.

Mr. Drew, who received his technical education in the chemical engineering course at the University of Wisconsin, has been identified for the past four years with the engineering department of the foregoing companies. His duties have taken him into all classes of pulp and paper, as well as converting mills, which experience has given him a broad background in his life's work.

Taking cognizance of the rapid development of the pulp and paper industry in this part of the United States, and realizing that future growth along this line

is certain, his principals decided to establish a western branch that the needs of this section might be more adequately served.

Columbia River Mills Install 84-Inch Trimmer

The Columbia River Paper Mills at Vancouver, Wash., have installed an 84-inch power "Undercut" ream trimmer, manufactured by the Smith & Winchester Manufacturing Co., of South Windham, Conn. This trimmer is among the larger machines of its type, which have come into use as the width of paper machines has increased. The largest trimmer now in use is 96 inches wide.

The Smith & Winchester Manufacturing Co., it will be recalled, installed the first paper machine west of the Mississippi River in the Pioneer Paper Mill at Taylorsville, Calif., in 1854. The company this year will celebrate its one hundredth anniversary, having started to build paper machinery in 1828.

Announce New Sandusky Stuff Pumps

The Paper & Textile Machinery Co., Sandusky, O., are now offering to the paper industry a new cycloidal stuff pump. Some of the special features of the new pump are slow speed, high volumetric efficiency and an adaptability to a wide range of capacities and a variety of consistencies. There is an absence of valves and parts having a reciprocating motion, thus eliminating pulsation of stock discharge which sometimes is noticeable in the weight of the paper on the machine. The new pump, which has been developed especially for the paper industry, has positive and constant displacement and is foolproof and simple in construction. No adjustments are necessary for varying consistencies in stock. The pump is easily flushed out as there are no pockets for lodging stock. All surfaces exposed to liquid are made from acid-resisting chilled iron. Operation data and specifications of the pump are covered in the Paper & Textile Machinery Co.'s Bulletin 500.

Westinghouse Handling Nuttall Affairs

Beginning April 1, the commercial activities of the R. D. Nuttall Company are handled through its parent company, the Westinghouse Electric & Manufacturing Company. Branch offices of the Westinghouse company handle all inquiries concerning Nuttall machinery, while Mr. J. E. Mullen, former assistant sales manager of the Nuttall company, is now in charge of the offices of the Nuttall plant, McCandlee Ave. at Butler St., Pittsburgh, Pa.

Foxboro Appoints New Representative

The Foxboro Co., Inc., of Foxboro, Mass., makers of instruments for indicating, recording and controlling pressures, temperatures, humidity and flow, have appointed Mr. J. B. McMahon as district manager of a new branch office established at 2104 Magnolia Bldg., Dallas, Texas.

HANS LAGERLOEF
President

ORVAR HYLIN
Vice-President

MAURICE LONDON
Secretary



LAGERLOEF TRADING CO. Inc.

52 VANDERBILT AVENUE
NEW YORK CITY

**WOOD
PULP**

CORRESPONDENCE INVITED

Telephones:
MURRAY HILL 4246-47

New Longview Machine Soon Ready

Preparing for the beginning of operation of the new 25-ton daily capacity M-G Yankee type paper machine at the Longview Fibre company plant at Longview, Frank Weinkauff, of Appleton, Wis., arrived in Longview the first of May in connection with the beginning



RUDOLPH MEILI

of operations. Weinkauff is the general superintendent of the Thilmany Pulp & Paper company plants at Kaukauna, and Appleton, Wis. The erection of the new machine is in charge of R. Meili, veteran erector for the Beloit Iron Works, of Beloit, Wis.

Mr. Weinkauff was accompanied to Longview by Tony Siebers, formerly of Kaukauna, who will be the boss machine tender for the new operation.

The new machine is expected to be in operation by the first of June, according to R. S. Wertheimer, general manager of the Longview operation. Its assembly is already well along. The safe arrival in Longview of the huge dryer for the machine constituted an important step in the assembly. This dryer, 13 feet in diameter and weighing 46 tons, was made in a single cast. Because of railway tunnels being too small for it to go through, it could not be manufactured in this country, and was made in England, and shipped around through the canal. It was unloaded at Seattle, there being no dock equipment at Longview heavy enough to handle the huge shell, and was brought down from Seattle by rail.

Will Use Some Hemlock

In preparation for the beginning of operation of the new machine, arrangements are being made at the Longview plant for the use of a certain percentage of hemlock. Since it started last October the plant has been manufacturing fibre board from Douglas fir pulp, with a daily production of approximately 100 tons.

For the light weight papers, however, to be made on the machine, a certain amount of hemlock will be used. A skidway is being erected on the Columbia river dike, and a booming grounds is being built in the Columbia river. The logs will be skidded over the dike by donkey engine. Saws and splitters to cut up the hemlock are being installed. The present chipper equipment at the plant is ample to care for the increased amount of raw material to be handled.

The hemlock will be purchased in the form of rafts on the open market in the river.

United Filters at Crown Willamette Mill

The Crown Willamette Paper Co. has placed an order with the United Filters Corp. of Hazleton, Pa., for a unit with a filter area of 850 sq. ft. to be used as a save-all for one of their paper machines. This is the third Pacific Coast order filled by United Filters. In 1926 the Powell River Co. Ltd. installed three American Filters with a filter area of 800 sq. ft. each.

According to E. H. Williams of the United Filters Corp. one Powell River unit is used as a sulphite thickener, producing a water effluent containing only .003% of fiber. The other two are used as save-alls on the paper machines.

The other American Filters installation on the Pacific Coast is at the Columbia River Paper Mills, Vancouver, Wash. This unit, installed in 1927, is used as a combined sulphite decker and white water save-all.

Mr. Williams states that to date 60,000 sq. ft. of American Filter area has been installed in pulp and paper mills, and that on the basis of operations prior to these installations, they are saving in the neighborhood of 60,000 tons of fibre per year which was formerly lost. This recovery is in addition to the work of thickening, bleach washing, etc., which is also being done.

Cameron Machine Representative Tours Coast

Fred H. Schatten has been spending the last several weeks on the Pacific Coast visiting the paper mills in the interest of the Cameron Machine Co., manufacturers of Camachine roll winders. Mr. Schatten came to the Coast by way of the South and worked northward, calling on the mills as he went. He hoped to go as far as Ocean Falls, B. C., to visit the plant of Pacific Mills, Ltd. Mr. Schatten has been specializing in winding equipment for many years. He was accompanied on the Western trip by his wife.

Kamyr Wet Press For Shaffer Mill

The Shaffer Box Co. which now has under construction a 50-ton sulphite mill at Tacoma, Wash., has placed an order with the G. D. Jenssen & Co. for a Kamyr wet press. This makes the second installation of Kamyr presses for Tacoma, as the Union Bag & Paper Power Corp., which is now constructing a kraft mill in the same city, has already placed their order for this type of machine.



Moving the huge dryer for the new Beloit Yankee type paper machine into place at the Longview Fibre Company.



Paper Machine Room Building of the Inland Empire Paper Company, Spokane, 142 ft. wide by 256 ft. long. Designed and constructed by The Austin Company.

Speed and Economy are Assured by The Austin Method

What do you want to be sure of when you build your new paper mill?

An efficient plant, of course, properly designed for its purpose—that's the first consideration.

Then—

Speed and Economy in Construction.

The Austin Company has had fifty years of industrial building experience, and in the design and construction of paper and pulp mill buildings in particular, can effect real economy.

In the design of your paper mill buildings and in their construction, Austin will cooperate with your engineer and will undertake the entire project under one contract which guarantees: a lump sum price agreed upon in advance; completion at a definite date, with bonus and penalty clause if desired; quality of materials and workmanship throughout.

Approximate costs and other information will be furnished promptly, without obligation. Wire, phone or mail the memo below.

THE AUSTIN COMPANY, Engineers and Builders, Cleveland

New York Chicago Philadelphia Detroit Cincinnati Pittsburgh St. Louis Seattle Portland
The Austin Company of California: Los Angeles and San Francisco The Austin Company of Texas: Dallas

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Complete Building Service

	Memo to THE AUSTIN COMPANY, Cleveland—	We are interested in a	
project containing.....sq. ft. Send me a personal copy of		
	"The Austin Book of Buildings." Individual.....		
	Firm.....City.....	FP&PM 5-28	

When writing to THE AUSTIN CO. please mention PACIFIC PULP AND PAPER INDUSTRY

E. D. Clark Retires After Quarter Century

"May Luck Follow You Wherever You Go, But Never Catch Up With You."

This expression, engraved on a silver plate on a very elaborate golf bag, accompanied the presentation of the bag by the employes of the Fresno, Calif., division of the Zellerbach Paper Co., to E. D. Clark, who retired



E. D. CLARK

R. C. CLARK

Son succeeds father upon retirement after 25 years of service.

April 30 as manager of the division after twenty-five years in the paper business.

Mr. Clark started in the paper business back in 1903 when he went to work for the old Standard Paper Co., a subsidiary of the A. Fleischhacker Paper Co. He remained with the Fleischhacker interests until 1908, when that company was taken over by the Zellerbach Paper Co.

"I was on the Zellerbach payroll before the head office had even seen me," Mr. Clark says. "You see, I was on the Fleischhacker payroll and the change came on October 1. We went right on working, but my new employers did not get a look at me until October 2."

Mr. Clark continued traveling through the San Joaquin Valley selling paper, totaling, in all, 14 years on the road between Bakersfield on the south and Modesto on the north.

Throughout these years the San Joaquin prospered, the raisin, oil and other products of Mother Earth came into their own and business grew so with the Zellerbach company that it was decided to establish a division office at Fresno. Of course, Clark was named manager. That was eleven years ago.

"Budge" Clark Succeeds

At first the division office was a small affair, using 5,000 square feet of floor space and keeping five employes busy. Year by year the business expanded and today there is a new building under construction to house the business. This is to be one of the best-equipped paper plants in the Zellerbach chain. The number of employes has grown from five to 30.

April 27, the Fresno employes gave Mr. Clark a farewell dinner at the Hughes Hotel, Fresno, and presented him with the golf bag. Jess W. Knapp, who has been with Mr. Clark since the start and who now becomes division sales manager, made the presentation talk.

Succeeding Mr. Clark as manager at Fresno is his son, R. C. Clark, known everywhere in the trade as "Budge" Clark. The younger Mr. Clark is considered one of the best informed paper men on the coast and

although only in his 34th year, he has been connected with the company for 19 years.

"Budge" served his apprenticeship in the Zellerbach stock rooms in San Francisco, while he was at the University of California at Berkeley. Since graduating he has served as assistant advertising manager, sales promotion manager and assistant manager of the country printing and manufacturing departments. Since 1920 he has been assistant manager at Fresno, and during the last nine months he has been acting manager.

Late last month they moved "Budge's" belongings from his own desk into his father's private office, and moved his father's belongings somewhere else.

Ed Clark stood and watched the proceedings and there may have been a tear in his eye. Anyway, he was touched by the scene and he remarked that it gave him a queer feeling to realize that he was stepping out of the picture and his son was stepping into his shoes. "But at that," he said, "it was a pleasant feeling to know that my boy will be on the job."

Mr. Clark, Sr., and Mrs. Clark are planning to go to Seattle soon to visit their daughter, Mrs. E. C. Balaam, wife of the Seattle representative of the Crown Willamette Paper Co. After that they are going East and may cross the Atlantic to tour Europe with Mrs. Clark's sister, who is a resident of Paris.

And "Ed" may be giving up his work, but he is not giving up his golf. "I've gotten to quite a golf 'bug' lately and I'm going to make my score better than it ever was before," he said.

May Not Build at Nimpkish This Year

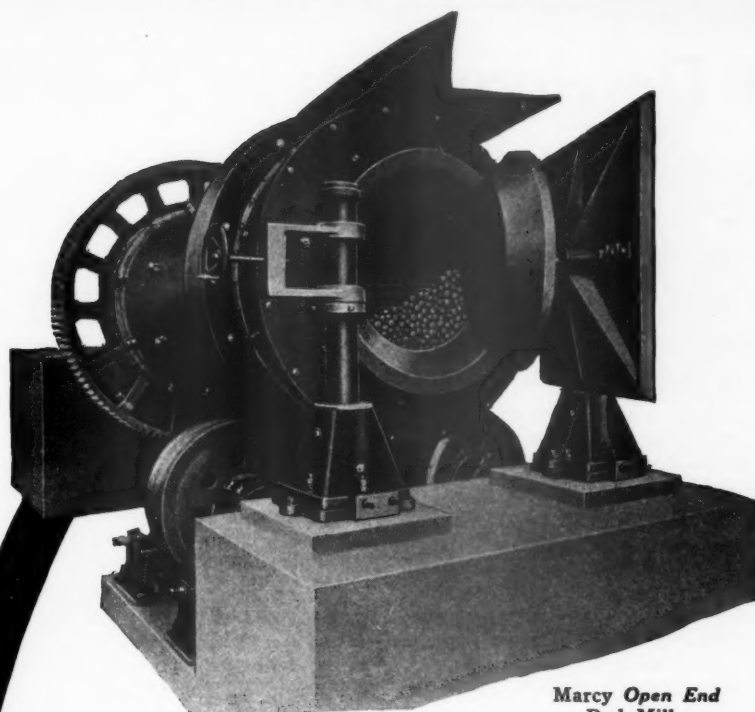
Canadian Forest Products, Ltd., are now in a position to proceed with construction of their proposed pulp and paper mill at Beaver Cove, as all the petitions of the company to the government authorities involved have been granted. A director of the company stated that all the legal complications had been straightened out, but that building operations would probably not be commenced this year, largely owing to market conditions. Exact location of the dam and mill are yet to be determined and surveys will probably be carried on this year to assist in reaching that decision. The contemplated mill will mean development of the water power resources of the Nimpkish river on Northern Vancouver Island, B. C.

One Day's Mail

Interest in the pulp and paper industry of the Pacific Coast is widespread. New subscriptions to PACIFIC PULP & PAPER INDUSTRY were received one day in April from the following places:

Chicago, Ill.
Kansas City, Mo.
Milwaukee, Wis.
Boston, Mass.
Hamilton, Ohio.
Ketchikan, Alaska.
South Hadley, Mass.
Vancouver, B. C.

If you have a business friend who ought to be acquainted with PACIFIC PULP & PAPER INDUSTRY we will gladly send him a copy for inspection with your compliments. Send the name (or names) and address to PACIFIC PULP & PAPER INDUSTRY, 71 Columbia St., Seattle, Wash.



Marcy Open End
Rod Mill

The Mill That Beats A More Uniform Product

WHEN beating thick pulp mixtures, there is far less chance of individual fiber bunches escaping treatment.

This means a more uniform product.

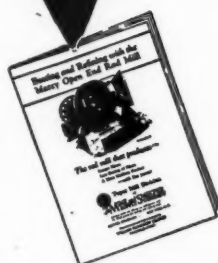
But to operate on thick mixtures requires a low pulp line. This is provided by the **Marcy Open End Rod Mill**—and only by the Marcy Mill.

This and other important advantages to paper mill operators are detailed in our new bulletin.

Beating and Refining
With the

Marcy Open End Rod Mill

Send for a copy.



Send for
this bulletin

**The MINE and SMELTER
SUPPLY COMPANY**
New York Denver

Licensee under the Marcy Rod Mill Patents and
the Wells Patent for beating and refining pulp.

Manufactured in Canada by William Hamilton, Limited,
Peterborough, Ontario

Recent Developments in Pulp Drying

By R. D. KEHOE

CONFLICT of opinion in theories advanced in connection with Pacific Coast pulp drying installations leads the writer to explain the research and manufacturing experience which is back of the Fidalgo system of drying wood pulp. In a recent tour of Pacific Coast mills the writer found installations which diverged from factory instructions in installation and method of operation, and were consequently not delivering their greatest possible capacity with the minimum consumption of steam and labor.

The Fidalgo drying system is a system of drying wood pulp, chips and bark, well protected with apparatus and process patents. It is a combination of five distinct operations, i.e., (1) Thickening; (2) Dewatering; (3) Shredding; (4) Drying; (5) Baling.

Thickening and Dewatering

The first operation is in most cases combined with the second and for uniform results there is used in later installations, a consistency regulator to offset any irregularities in screen room, etc. In other words the dewatering device is fed with a stock of uniform consistency.

The second operation, dewatering, is effected by means of single or double press wet machines or with feltless type of wet machine such as the "Kamyr". The

various users of wet presses show that felt costs on double press wet machines (when second press is used to greatest advantage) indicate a saving from 40 to 80 cents per ton of dry pulp.

The other dewatering devices that the writer is experimenting with are for the purpose of eliminating a high felt cost and at the same time eliminating the necessity of shredding. These devices separate the stock from the light liquor in "fiber form" and, if commercial tests now being made demonstrate that the mechanical equipment is durable and will deliver uniform results, it is quite possible that in the near future we will be able to dry and bale in "fiber form". Obviously, this means saving in cost of shredding and drying and a great advantage to the paper or board mills who buy the pulp as the dried pulp will closely resemble a bale of cotton or cotton linter pulp.

Continuous Type Centrifuge and Screw Press

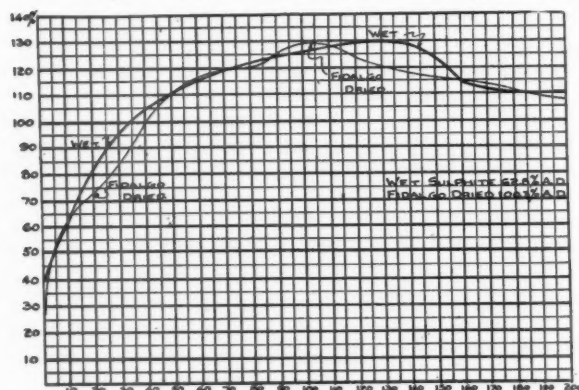
One device for this purpose is a continuous type of centrifuge which delivers a fiber stock 35% to 50% dry to the dryer. Another is a continuous screw press which delivers pulp about the same degree of dryness.

New Dryer Designs

For the drying unit itself, because of the comparatively large tonnage necessary in pulp drying, many improvements have been made on new installations. On the Union Bag installation the moisture content of dried pulp will be automatically regulated. Each machine will have a capacity of 80 to 100 tons daily. The insulation is of greater thickness and there are innumerable other features in design that manufacturing experience has found to be an advantage over old design. The new installation for the Shaffer Box Co. is a 50 ton single unit in combination with Kamyr Press and embodies all the latest improvements. The new installation for San Juan Pulp Manufacturing Co. includes a later type drying unit without automatic control but adheres to previous double wet press combination. The Kamyr wet press removes almost twice the quantity of moisture from the pulp than the double wet press and it naturally follows that dryer itself together with building space is greatly reduced.

In pulp dried by the Fidalgo system the strength factors are almost equivalent to wet pulp and the beating time is less than wet pulp, although supplied in air dried condition. The saving for the paper maker at the beater being obvious, the greatest effort has been to complete commercial tests on various kinds of pulp. A series of these tests have been completed on an Eastern installation on soda, sulphate, sulphite, groundwood and high alpha cellulose for manufacture of Rayon.

(Turn to Page 50)



Curve showing results comparative beating and strength test on wet and Fidalgo dried unbleached sulphite on sample from Eastern Canada.

Kamyr Press furnishes pulp 55% to 60% dry to the shredder in sheet form. This type of press is being installed by the Union Bag & Paper Power Corp. at Tacoma (daily capacity 120 tons) and by the Shaffer Box Co. of Tacoma (capacity 50 tons daily). The cost of fuel not being considered an important factor, the greatest advantage claimed by the use of this type of wet press, is in the cost of felts. Figures obtained from



Combination multiple and single conveyor dryer unit which will be installed at Union Bag & Paper Power Corp. mill at Tacoma in connection with Kamyr press.

W.G.E. SMITH, PRESIDENT & TREAS.
S. C.E. SMITH, VICE-PRESIDENT



E.A. PETERSON, VICE-PRESIDENT.
H.W. BATES, SECRETARY.

SMITH AND VALLEY IRON WORKS CO.

Builders of

VALLEY IRON WORKS
PULP AND PAPER MILL MACHINERY

SMITH & WATSON
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400 FRONT STREET
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Manufacturers of **Pulp and Paper Mill Machinery** **For Pacific Coast Mills**

*We Are Prepared to Quote You on Any of the Following Equipment:
Let Us Have Your Inquiries*

Voith High Pressure Stock Inlet
Valley Plug Valves
Niagara Beaters
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Valley Laboratory Equipment
Wolf Chippers
Holland Beaters
Washing and Bleaching Engines
Agitator Equipment and Tanks
High Speed Holland Beaters
Valley Continuous Beaters
Valley Bandless Beater Rolls
Valley Ground Wood Refiners
Super Calender Pressure Device
Voith Centrifugal Pulp Screen
Stuff Chests (Vertical and Horizontal)
Barker and Barker Attachments
Valley Diaphragm Screens

Wet Machines and Roll Skinners
Deckers (Single and Double)
Valley Centrifugal Pumps
Duplex and Triplex Stock Pumps
Chippers and Rechippers
Chip Screens (Rev. and Recip.)
Valley Cylinder Machines
Cylinder Moulds and Couch Rolls
Press Rolls and Felt Rolls
Valley Loft Dryers
Quick Opening Dump Valves
Pulp Grinders
Jordan Engines
Wood Splitters
Heavy Transmission
Cut-Off Saws
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When writing to SMITH & VALLEY IRON WORKS please mention PACIFIC PULP & PAPER INDUSTRY



Type of continuous centrifuge which delivers fibre pulp 35% to 50% dry.

Recent Developments in Pulp Drying (Continued from Page 48)

Some of these pulps were bleached and some unbleached. As it appears that the Pacific Coast is mostly interested in sulphite and sulphate, the following average and beating tests on Fidalgo dried pulp are quoted. Average drying time eight minutes, comparison with wet pulp:—

Beating Time in Minutes	SULPHITE		Sulphite After Driers—100.3%	
	% Air Dry	Wet Sulphite 62.8%	% Strength	
0		40.4	27.5	
10		63.0	63.4	
20		81.4	72.6	
30		97.5	84.0	
40		104.2	100.2	
60		116.2	116.8	
80		121.8	120.2	
100		125.8	129.1	
120		130.2	124.0	
140		129.8	117.8	
160		116.0	115.4	
180		111.1	111.8	
200		110.0	107.2	

Beating Time in Minutes	SULPHATE		Dry	
	% Air Dry	Wet Basis 53.3%	% Air Dry: 109.0%	
0		35.9	36.6	
60		36.3	37.5	
80		36.6	36.1	
120		37.5	36.1	
140		36.6	36.8	
160		37.2	36.4	
180		36.1	36.4	
200		36.6	35.7	
220		35.7	36.3	

Baling

The last stage of the operation, i. e., baling, is still being improved upon. Due to light, fluffy nature of the material the problem is similar to the pressing and baling of raw wool stocks which has been a problem for years for the press manufacturers so far as a single stage operation is concerned. For example, to make a bale of 250 to 300 pounds of standard dimensions there would be required a box or cylinder 12 to 14 feet high to hold this weight before compression. This means that either by horizontal or vertical arrangement twice this measurement has to be arranged for to accommodate piston travel as well as hopper arrangements for feed. Many machines with automatic feed under pressure or tamping devices have been designed and tried out, but it is the almost unanimous opinion of press manufacturers today that for this operation, there has

not been a press designed yet to do this work in a single operation that does not present too high a cost and too complicated an operation. So while experiments will be continued the manufacturers up until this time will only recommend the two stage method such as will be installed in the new plants in Tacoma. Efforts have been made to standardize the domestic and export bale and with a view of obtaining the cooperation of railroad and steamship lines in rate reduction. Very little progress is apparent along these lines as each manufacturer has his own ideas on the subject.

Lumber in Fibre Packages

Adoption of packages for shipping and selling better grades of finishing lumber was announced last month by the Weyerhaeuser Sales Co. of Spokane. The innovation represents more than eighteen months' experimentation with boards for containers. Objects sought were binders that would hold the bundle together during handling and shipping, that would prevent damage, and that would not cause loss of time on the building job. That the container must be able to carry a label for display value and quality guarantee was a further requisite, while cost was of course a primary factor.

In applying this advanced merchandising plan, it is believed by the company that lumber standards will be raised appreciably. Some of the advantages expected are: retailer protection against unscrupulous competition, benefits of an advertising campaign, backing of the best plants, and better profits. It is further declared that this method of merchandising will create a bigger outlet for lumber through new sales arguments, and that the reputation of the dealer, contractor and architect will be materially enhanced.

Manufacturers of various unpackaged commodities are watching with interest development of the Weyerhaeuser merchandising plan, and it freely predicted that the lumber mill's precedent will be a forerunner for wide experimentation in packaging various kinds of merchandise now marketed under antiquated methods.

Need Paper Research Bureau

The products of the paper industry are in direct competition with the products of other industries and this industry will maintain its position and the profitability of its investments only as demand and new uses for paper are developed, which will keep pace with the industry's productive capacity and project its products into fields and uses which would otherwise be taken by competitive products—lumber, textiles, leather, paint, etc.

The paper industry of the United States needs a research bureau where new uses of paper can be developed as the result of careful study by trained men whose activities are adequately financed by the entire industry or at least by those elements in the industry whose products are studied at any given time by such a bureau.

The result of this united effort will unquestionably be new uses for paper and a broader demand in the old uses. It is time that the paper industry recognized the organized competition of other progressive industries and began to pull together in an effort to create new markets and a better demand for paper.—American Paper & Pulp Association.

Galloway on Eastern Trip

A. B. Galloway, sales manager for the Oregon Pulp & Paper Co. of Salem, Oregon, stopped off in Denver for a few days in April on his way East.

REED-SPAFFORD Pulp Screen

For Ground Wood, Sulphite, Soda or Kraft Pulp



Built in Two Sizes

A Large Number
of Reed-Spafford
Pulp Screens
Are in Daily
Operation in
Pacific Coast
Pulp Mills

The REED-SPAFFORD PULP SCREEN is remarkably efficient. Its capacity is large and its power consumption is surprisingly low. Let us show you what a saving this screen means to you.

Improved Paper Machinery Company

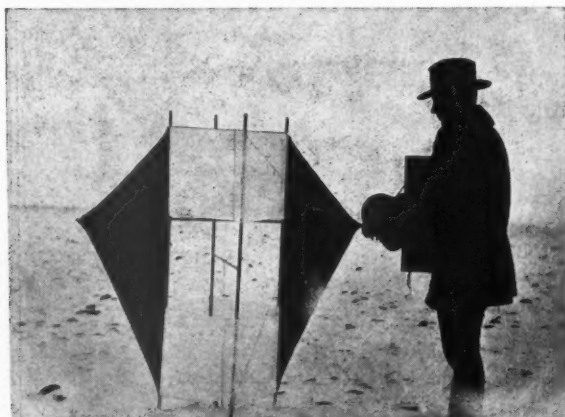
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Flying Facts About New Forests

PULP and paper men interested in reforestation are watching with enthusiasm experiments being carried out annually by the Pacific Northwest Forest Experiment Station, the third series of which was conducted in Portland early this year. The tests are being made to determine the power of wind to distribute various kinds of seed, with kites being used in which to send the seed aloft.



A large kite carried the seeds to the height of a forest tree

Experiments made this year differed from those of previous years, in that a pilot balloon was used to enable the tests to be done in lower wind velocities. Through this means seed was disseminated during wind velocities of from one to six miles, as against the work being done last year in a wind speed of six miles and over. The study was made following a heavy snowfall, a golf course being selected because it afforded a long stretch.

The balloon was sent up with a carton of seed suspended from it. The altitude, speed and direction of wind were measured, a string attached to a trap opening on the carton being pulled to release seed as given measurements were recorded. A wooden frame was placed on the snow-covered ground for the purpose of finding what quantities of seed fell in certain areas.

In conducting the work, the experimenters employed a five-foot wing box kite with powerful lifting capacity. This device was sent aloft at the end of 1,500 feet of piano wire wound around a reel held by a man. From it hangs the seed container, from the cover of which drops a 225-foot tripping string, wound through another ground reel. The container was suspended from the kite by means of a 150-foot fish line attached to the kite by a bridle.

Sent into the air to the altitude desired, the kite was allowed to become steady before the trip string of the seed carton was pulled. Surprising features of the test were the extreme distances over which the seeds are borne by the wind and the narrow strips over which they are distributed. The average width of the lane in which they fell was less than 35 feet and the greatest distance any seed was carried was 4,000 feet.

While all types of seeds were tested, those of Douglas fir were watched particularly. Single separate tests were made with each kind of seed and another test was then conducted with an equal amount of all types of seeds to establish the relation between the weight and flying power of all seeds and those of the Douglas fir.

Released at an altitude of 200 feet in a 23-mile wind, the maximum seed fall was 1,600 feet out from the point of release with the extreme distance for any seed found being 3,500 feet. The widest path over which the seeds fell was recorded as 70 feet with the lane's width averaging 31 feet.

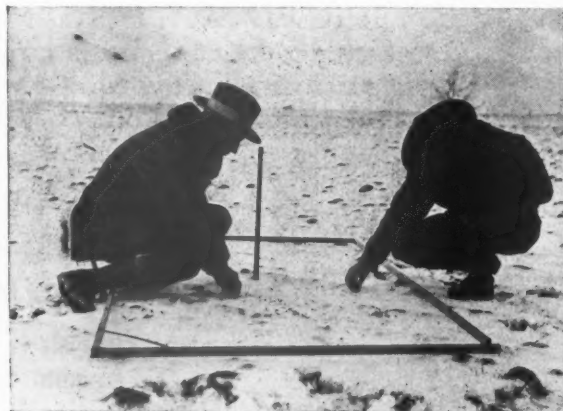
The wing device on the seeds rather than their weight was found to be the determining factor in the distance they were carried. Comparatively heavy seed of the Western white pine made almost an equal flight as that of the lightest seed—the Western hemlock. The record of 4,000 feet was made by the latter type of seed when released at an altitude of 200 feet in a 12-mile wind.

"We found a great variation in the individual seeds," said Leo A. Isaac, assistant silviculturist, attached to the Portland station. "It was shown that the ability of the individual seeds to be carried by the winds varies to such an extent that they were distributed over all but the first 200 feet from point of release. It seems to be nature's provision that all the seeds shall not be deposited in one spot, but shall be distributed generally over a sizeable area. Cedar seeds showed the smallest variation, while the greatest distribution was shown in the hemlock tests."

In checking the fall of seeds on the ground, the experimenters went carefully over the field, using a square measuring frame. At intervals the frame would be placed on the ground, the seed within its borders counted and records made. The tests showed that normal gaps caused by small lightning fires would be filled through natural seed distribution from trees within short periods."

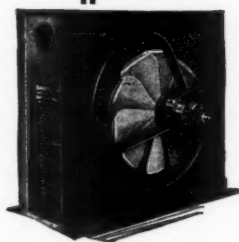
Explaining in what manner the seed test results will

(Turn to Page 54)



Counting seed after they had flown from the kite's container

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Paper Mill Equipment

Flying Facts About New Forests

(Continued from Page 52)

aid in the future placement of trees, Mr. Isaac declared that it formerly has been the practice on the national forests in Douglas fir region to leave seed trees at 150-foot intervals, with about two trees to an acre, where logging has been done. This arrangement, he pointed



Leo A. Isaac and the wind measuring instruments used to aid in determining the power of wind to carry tree seeds

out, has inconvenienced loggers in gathering their timber and has resulted in the destruction of many of the trees so left during the operations.

"We have found that we still need two trees or more to the acre," he said, "but we have learned that, because of the carrying capacity of the wind, seed trees may be placed at wider intervals and in positions where they will do the most good. Hereafter, by leaving such trees on ridges and other points of vantage, we may know what is to be expected in the natural seeding of the surrounding area. Because the carrying capacity of the wind has proved greater than we had thought, we will be enabled to bunch trees at points of greater safety when logging operations start."

To check results against dissemination of seeds by nature, the experiment station has had two sets of seed traps in operation for two years, one at Wilark and the other at Scappoose, both Oregon towns. These are rodent and bird proof, placed at intervals from the border of green timber areas in the vicinity of seed trees. The traps are proving valuable in actually measuring seed distribution.

Mr. Isaac, credited with being the originator of this method of studying seed dissemination, stated that the work carried on last year was so successful that various stations sent in seeds from their respective districts to be used. Among these were Sitka spruce from Alaska, long leaf pine from the station at New Orleans and Western white and Western yellow pine from the northern Rocky mountain station at Missoula. Western red cedar seeds also were contributed by the forest service in British Columbia.

The tests of the past three years, said to be the first of their kind ever conducted either in the United States or Europe, are proving valuable in informing foresters as to what distance trees may be left standing to insure proper natural seeding.

Seattle Tag Factory Has Automatic Machine

Of interest to local lithographers, tag and label-makers is the installation of a Type "C" Automatic Tag Machine by the Northwest Tag & Label Co., Seattle. With this machine, two operators, one to attend to the power and supply fresh board, and one to box the finished tags, do the work formerly requiring seven workmen. Every stage in the fabrication of the tag, from the reeling of the board into the machine to the dropping of the finished product into the waiting box, is performed automatically.

The roll of board is slit to the proper width, placed on a spool and fed in a continuous sheet through the machine, which prints it on both sides from two double-form presses with vibration rollers and fountains. Paper patches are attached from two spools of gummed paper above the machine, the hole is stamped out by a small punch, corners cut at the angle desired, and a metal reinforcement added. The finished tags are severed and dropped off singly or in gangs, as desired. An automatic register records the number of tags completed.

A production of 100 tags per minute is possible from single-form operation, and 200 from double form, or an average production of 75,000 in eight hours.

Since its establishment last December the Seattle company has had marked success in the fields that had formerly been monopolized by eastern firms. Before the installation of the automatic tag machine a 24-hour shift was frequently necessary to keep up with the volume of orders, many of which amounted to 300,000 each. Approximately 50 tons of board, most of it from Port Angeles, has been utilized by the company in the five months of its operation.

B. C. Forest Reserves Near 25,000,000 Acres

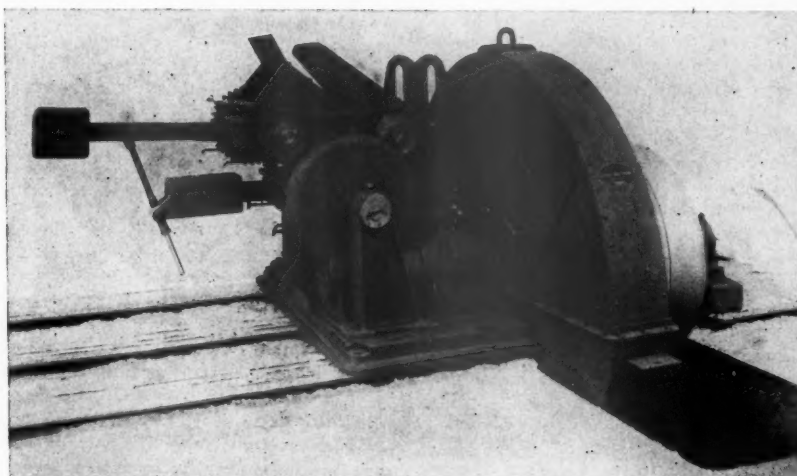
Forest reserves of British Columbia will soon total 25,000,000 acres, according to announcement made by Premier J. D. MacLean. The reserves at present comprise 6,500,000 acres. When they are increased to the objective mentioned by the premier they will be sufficient to permit of perpetual cutting of timber on the present scale without causing any loss to the standing stock. In other words, natural growth will keep pace with the cut. A fund has been provided by the British Columbia legislature equal to three per cent of the total amount of revenue received by the government from royalties and stumpage, or about \$100,000, and this is being devoted to the proper care of the forest reserves.

Scientific forestry methods will be used in building up the stock in these reserves. Logging will be forbidden except in accordance with strict rules laid down by the government for the protection of young growth and in a few places where special conditions prevail artificial reforestation will be undertaken.

Youngman Confers in San Francisco

Frank N. Youngman, manager of the Canadian Crown Willamette Co., has been in San Francisco conferring with other executives, subsequent to the recent Crown-Zellerbach Corporation merger.

K. M. W. SLAB CHIPPER



THE K. M. W. SLAB CHIPPER

*Makes Sawmill and Box Factory Waste Into Good Quality
Chips for Pulp at Low Cost.*

This chipper is especially designed for slabs and edgings and is of the same general construction as the K. M. W. round wood chippers. The spout, however, has a feed arrangement so arranged as to allow the smallest piece of wood to be chipped successfully.

Both of these chippers are guaranteed to make excellent chips with the least amount of power.

Several are now working on this Continent.

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How's Business?

Vancouver, B. C.

Increased activity in realty sales and building indicate a general quickening of the business pulse in British Columbia. Value of building permits issued in Greater Vancouver since January 1 is approximately \$1,500,000 greater than the corresponding period of 1927. For the first four months of the year the total in Greater Vancouver is \$8,340,050, as compared with \$6,921,728 for the corresponding period of 1927. The greatest increase is in the city. The chief reason for the increase is the authorization for a new grain elevator to be built by the Alberta Wheat Pool. Real estate activity approaching boom proportions is predicted for the coming summer, and it is reported that southern California capital will play a big part in the situation.

The westward flow of wheat from the prairie province continues to add prestige to Vancouver as a port and strengthen its commercial position. Seventy million bushels have already passed through the elevators, and that is a record by a wide margin. Ninety per cent of the wheat is going this year to the United Kingdom and continental Europe.

British Columbia mining has never before been carried on so extensively as now. Due to the perfecting of processes for treating the complex Kootenay ores for the recovery of zinc, lead, copper and other minerals at a minimum of cost, many mines which were forced to shut down by market conditions a few years ago have been re-opened.

Portland

While employment is not up to the standard of previous years, Portland's summer business outlook is good. Wheat looks favorable; the cattle and hog industries are back on their feet; the wool market is decidedly strong; and the lamb crop has been early and heavy this year.

A brisk movement in securities is observable and money with low interest rates for legitimate financing is plentiful. Manufacturing is showing a healthy stride, although retail trade is undergoing seasonal quietness.

Lumber mills throughout the state are swinging into action with several in Eastern Oregon preparing to operate at capacity. Virtually all lumber and shingle mills in the Columbia River district are running. Demand for pulpwood continues active with cordwood prices ranging as follows: Hemlock, \$7; white fir, \$8; and spruce, \$9, delivered.

Warm weather and sunshine are boosting realty activities, although this movement was not reflected proportionately in building permits for April, the value of which was \$1,589,495. Bank clearings for the same month were \$151,385,387, or about 22 millions below April, 1927.

Los Angeles

The outstanding business development in the Southwest within the last months was the announcement that the Willys-Overland Co. would immediately start construction of an assembly plant at Los Angeles, to employ from 1,000 to 1,500 workers. This is the first automobile plant to be established on the Coast since the war, and is especially important because it assures the entry of several other related industries in Southern California.

In general, other business is improving. Foreign trade

showed notable increases over April last year, and approached a new all-time record. Real estate showed substantial improvement in a number of sections. Los Angeles bank clearings highest April in history.

The volume of building construction was disappointing, total building permits being valued at \$8,711,040, about three and a half million under the April, 1927, figures. In Arizona construction is active, and similar reports are received from New Mexico.

Another record-breaking month was shown by the bank clearings, which marked up the highest April in history, and the second highest month of all time. The total was \$873,233,011.

The employment situation is generally fair. With the increase of agricultural employment and an expanding volume of commercial activity characteristic of April, the situation in Los Angeles was fairly satisfactory.

Seattle

Bank clearings continue to rise in Seattle, the April figures being \$211,660,561 as compared with \$200,991,217 in April, 1927. The clearings for the first four months of the year show an increase of \$60,231,291 over the same period in 1927. The new record for the period is \$817,766,787.

The increase in the total of all checks drawn on Seattle banks is considered an indisputable evidence of the business increase over last year. Check transactions rose to close to two billions in the first four months—\$1,978,469,000, which was an increase of \$241,942,000 over last year.

Apartment houses still hold the center of the building stage, with 20 apartment buildings to cost \$1,024,500 and 239 residences to cost \$839,000, included in the April building permits. The city is seeing a great increase in building activity, the \$14,570,840 value represented by the building permits so far this year being \$4,048,540 more than for the same months last year.

Fur trading is showing an increase, the lumber market continues to be stable, shipping experienced considerable activity, work on roads and bridges is getting into full swing and unemployment in the skilled and semi-skilled classes has almost disappeared. The scarcity of jobs is indicated however by the small labor turnover.

San Francisco

Business slumped a bit in San Francisco during April, bank clearings, building permits and postal receipts being lower than for the preceding month of March. In the ocean freight market, April generally is a dull month and this year was no exception.

Bank clearings for April were \$920,208,645 against a total of \$1,020,172,091 for March of 1928 and \$817,311,151 for April of a year ago. Building permits numbered 744 in April and were valued at \$3,701,861. In the preceding month of March, they numbered 856 and were valued at \$4,240,494. In April of last year there were 963 building permits estimated worth \$4,939,212. Postal receipts in April of this year were \$750,797.25, against \$788,747.86 for March of this year and \$749,103.13 for April of a year ago.

Lumber showed increased activity in the San Francisco Bay region during April, being more active than for many weeks. Builders' hardware and tools were more in demand than other steel and iron products.

Opening up of farm work and beginning of general construction work helped the unemployment situation. Shipping was hit a blow by the confirmation of Australia's high tariff on lumber, which eliminated a great deal of chartering for the Australian lumber market.



WHY THE CHANGE TO HERRINGBONE DRIVES?

More and more James Generated Continuous-Tooth Herringbone Speed Reducers are going into paper mills for use on heavy duty drives.

This change is due to the need for lower operating costs, greater and more constant production, the use of heavier equipment, and the fact that men formerly required for maintenance work are being eliminated.

James Continuous-Tooth Herringbone Speed Reducers provide an ample safety factor to care for all of these conditions, relieving the fear of trouble among paper mill engineers previously engendered by costly experiments with unproved types.

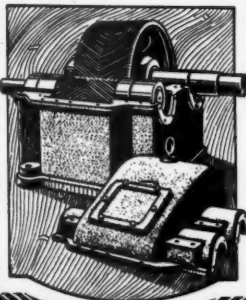
There are many applications, too, that require our spur and worm gear speed reducer types. James manufactures every conceivable type of speed reducer, thus allowing us to recommend the proper unit to suit your needs.

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"The Saw Makers"

ESTABLISHED 1832—FITCHBURG, MASS.

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Canadian Government Will Not Block Nimpkish

Although still protesting against the interference with fisheries resources on the Nimpkish River, the Canadian government will not put any obstacles in the way of proposed pulp and paper developments there by Canadian Forest Products, Ltd.

Advices from Ottawa indicate that the federal department of fisheries, while alarmed at the prospect of ruining the salmon run at Nimpkish, northern Vancouver Island, is unable to block the company's application for rights to construct a dam and proceed with construction of a mill. The Ottawa authorities find that the matter is purely one of provincial jurisdiction, and the provincial government through its water board has already approved the petition. The authority of the two governments is clearly defined. The national government has control over navigable streams and the province over others. Nimpkish is not navigable and therefore Ottawa has no right to interfere. It is still the Ottawa contention however, that the 200-foot dam proposed for the Nimpkish will not operate efficiently and that enormous loss of salmon is sure to result from its use.

Veteran Paper Mill Man Retires

Mr. Joe Lynch retired from the employment of the Crown Willamette Paper Co. at West Linn on pension May 1. Mr. Lynch came west in 1890, as erecting engineer for Bagley & Sewall, of Watertown, New York, to install the first paper machine in the West Linn plant for the Willamette Pulp & Paper Co. He has been employed at the big mill by the falls of the Willamette ever since, having charge of the machine shop for over thirty years. Mr. Lynch will devote his time to properties in Oregon City.

J. R. Hanny Succumbs to Auto Accident

Mr. J. R. Hanny, who retired from the service of the Crown-Willamette Paper Co. on pension recently, after close to forty years' service as foreman in the sulphite mill, died Sunday evening, April 15, at Oregon City hospital, the result of an auto smash the night before.

Mr. Hanny was riding in a car driven by his son, Mr. J. E. Hanny, manager of the West Linn plant of the Crown-Willamette Paper Co., when a collision took place with a car going in the opposite direction. Mr. and Mrs. J. R. Hanny, Mr. and Mrs. J. E. Hanny, and daughter Gertrude, were in the car, all being injured, although none of them seriously. The accident caused a feeling of gloom over the paper making community of Oregon City, where the Hannys have lived for many years. Mr. Hanny's funeral on April 18, at Mountain View cemetery, Oregon City, was largely attended by friends of the family and employees of the paper mills.

Japanese Enroute to Rayon Conference, Germany

Three staff members of the Asahi Silk Weaving Co. of Japan passed through Seattle early in April enroute to Germany where they will attend a rayon conference. They are K. Uyeda, chief of purchasing department, Haruo Maekawa, chief mechanical engineer, and S. Tachikawa, chief chemist.

They were interested in learning if any of the Pacific Coast pulp mills were producing rayon. Contrary to the popular opinion that rayon would force the silk worm out of business, the men stated that since the introduction of rayon the silk mills have enjoyed a greatly increased business. The three went to San Francisco after arriving from Japan at Seattle. From San Francisco they will go east to visit rayon mills along the Atlantic seaboard and then will continue on to Germany to attend the rayon conference. Their tour is in the nature of a study of the industry and they will probably be gone from their native land for about a year.

Wisconsin Man Joins C-W Engineer Staff

Mr. Ray L. Kittell, of Wisconsin Rapids, Wis., former construction engineer of the Consolidated Water Power & Paper Co., has been added to the engineering force of the Crown Willamette Paper Co. Mr. Kittell recently completed work on the Thunder Bay mill of the Consolidated company. He has been with Consolidated for about eight years during which time he had charge of their construction at Wisconsin Rapids, Appleton and Ashland, Wis. He began his paper mill engineering in the Wisconsin Rapids office of L. A. DeGuere.

Mrs. Kittell and their son and two daughters will leave Wisconsin Rapids immediately after the close of the school year.

Students Tour West Linn Mill

Department heads of the Crown Willamette Paper Co. mill at West Linn, Ore., were hosts last month to 50 Oregon Agricultural College economics students who visited Portland industrial concerns to study the manufacture of various commodities. The party was divided into groups at the paper plant, each group visiting departments under the guidance of department heads.

Following the tour, the students were entertained at luncheon in the company inn.

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Hoquiam Plant 75 Per Cent Complete

Although incessant rains during the early spring have hampered construction work materially at the Grays Harbor Pulp Co., at its plant site in Hoquiam, Wash., Cris Kuppler & Sons, contractors on the plant, report that progress has been fairly satisfactory.

Mr. Kuppler says that the plant, a \$3,000,000 project, is fully 75 per cent completed and without any unforeseen obstacles the work of the contracting company will be finished sometime in July. It is estimated that the mill should be ready for actual operation within about 60 days after the contractor has completed work.

Of the 17 buildings to be put up at the site, six have been completed. The acid towers and acid building are finished. The sulphur building was completed this month, as was the lime building. The settling basins were finished about three weeks ago and the warehouse was completed more than a month ago. The filter buildings were nearly finished the early part of May and were expected to be done by the middle of the month.

Large quantities of pulp machinery has been received during the past few weeks, via water, from the East and California and work of installation has been started in several of the buildings.

The Kuppler firm is now employing more than 200 workmen on the plant and the Grays Harbor Pulp Co. has in the neighborhood of 75 men working.

Charles Walton, head pipe fitter of the local plant and a veteran Zellerbach employe, arrived in Hoquiam this week and took over the work. He is to remain here indefinitely. J. Scott, a master mechanic of the Zellerbach organization, arrived at Hoquiam to supervise work at the plant.

Chipper Plant Destroyed By Fire

A chipping plant operated at the Grass Creek lumber mill at Hoquiam, Wash., was destroyed by fire early in April. The reported damage was estimated at \$5000. Plans announced called for rebuilding of the plant at once. The chipping plant is one of several operated in the Grays Harbor territory to supply chips to the Rainier Pulp & Paper Co. at Shelton, Wash.

Orr Felt Officials Look Over Coast

M. C. Burrell, vice president and general manager of the Orr Felt & Blanket Co., Piqua, Ohio, accompanied by Edward C. Adlard of the same company, returned to Ohio on May 7 following a tour of Pacific Coast pulp and paper mills that lasted over several weeks. They came West via the Southern route and returned by way of Seattle. At San Francisco they were accompanied by

W. R. Wiell of the Pacific Coast Supply Co. and in the Pacific Northwest Jack Worcester of the same company accompanied them on a visit to several mills.

Bloedel-Donovan Pulp Project Still Alive

Nothing further has developed in connection with the proposal of the Bloedel-Donovan Lumber Co. of Bellingham, Wash., to build a pulp or paper mill. This project has been much discussed since it was announced about one year ago that a 110-ton soda pulp and book paper mill was being considered.

A report that the company had definitely abandoned the pulp mill project was not confirmed by President J. H. Bloedel. He stated on May 9 that "we are not in a position to give any information on our plans at the present time" but denied that the reports concerning abandonment of all plans in connection with a pulp mill had foundation.

Another rumor that the Bloedel interests were planning a tie-up with the Morrison lumber mill and the San Juan Pulp Manufacturing Co. mill, both of which plants are close to the big Bloedel lumber mills at Bellingham, were given no credence by Mr. Bloedel.

Propose Pulp Mill in Interior B. C.

The Elk River in the Kootenay district of south-eastern British Columbia will soon be utilized for power purposes, but whether by a pulp and paper company or some other interest will not be determined until some time in midsummer, according to a statement by Major J. C. MacDonald, controller of water rights.

Meanwhile a petition has been started in circulation among the citizens of Fernie, Cranbrook and Waldo, asking the provincial government to approve the application of Charles McNabb, representative of eastern Canadian capital, who proposes to establish a pulp mill in the Kootenay country.

Competing with Mr. McNabb for the power rights is the East Kootenay Power Co.

As a result of recent negotiations, former complications over the use of Elk River for power purposes have been somewhat simplified, and the fight for the power has narrowed down to the two groups. Behind the East Kootenay Power Co. is the Consolidated Mining & Smelting Co., British Columbia's largest mining company, which originally had entered a bid but which has since decided that it could obtain sufficient power from the East Kootenay Co. should its application be favored. It has not been definitely settled whether, in the event of the power company winning out, a pulp mill might be established anyway by some other interest.

Most of the cause of the delay now rests with the McNabb group which is making a new cruise of the timber previously surveyed by government men. The new cruise is expected to be completed by the middle of June. The power company's bid has been deferred for decision partly because of the absence of Hon. T. D. Pattullo, minister of lands, under whose jurisdiction public utilities come at present.

Mr. McNabb informed the water controller that he had the backing of powerful financial interests in Winnipeg which were prepared to finance the construction of a modern pulp and paper mill with a daily capacity of 200 tons. While water conditions in the river might make some parts of the manufacturing process impossible at certain seasons, arrangements would be made to maintain a uniform output of 200 tons. The mill would be the only one of its kind so far established in the interior of the province. The only ones now operating in British Columbia are in tidewater.

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Address reply, Box 18, Pacific Pulp and Paper Industry, 71 Columbia St., Seattle, Wash.

Willapa Considering 100-Ton Sulphate Plant

Because of a movement to double capacity of the proposed 50-ton sulphate mill of the proposed Willapa Pulp & Paper Mills to be constructed between Raymond and South Bend, Wash., no definite announcement can be made just at this time regarding the beginning of the building program, according to a statement made by E. A. Barry, secretary of the company, early in May.

"Whether we decide to build for 100-ton capacity instead of 50 tons as originally planned will be known definitely in a week or 10 days," said Mr. Barry. "Should we make the change we contemplate, from 30 days to six weeks longer will be required to alter plans. If increased production is decided on we will work out a program for additional financing."

L. A. DeGuere, who has been retained to design and supervise construction, was expected to return from Chicago about the middle of May. Roy Miller of the Puget Sound Bridge & Dredging Co., to whom the contract for construction has been let, is also expected home from the East shortly.

Grays Harbor Gets Pulp Machinery Cargo

The first water-borne machinery shipment sent in to Grays Harbor this year was a 400-ton lot of machinery and equipment for the Grays Harbor pulp mill, now under construction at the old National Mill site in Hoquiam, Wash. The shipment was carried in on the steamer Charles Christenson, from the east coast, and was unloaded at the port dock and trucked to Hoquiam.

The consignment included various electrical equipment, pulp handling machinery, a wide variety of materials and parts for preparing the plant for operation, as well as considerable building equipment.

The shipment is only the first of several more to come via water for the Grays Harbor company, which mill is now in an advanced stage of construction. It is estimated that the company will receive more than 2,000 tons of equipment over Harbor docks. A 250-ton lot of pulp machinery from Oakland, California, was to be brought here early in May on the Coaster Cricket. It includes principally structural steel.

Shipping men estimate that in addition to the heavy machinery which will be received here before the plant goes into production, the mill will prove an important factor in raising the annual import figure for Grays Harbor. Several thousand tons of raw materials for use in pulp production will be shipped in annually by water. The imports will include sulphur and chemical products used in the plant.

Cascade Adopts New Method of Shipment

An innovation in shipments by rail of flat paper intended for conversion into envelopes has been undertaken by the Cascade Paper Co., Tacoma. The paper is now stacked in 1500-2000-lb. lots, ream-marked, on a flat board platform with skids underneath, covered only by heavy paper. This system, which eliminates the old method of packing paper by the three-ream lot in wooden crates with straps, is especially suited to plants having trackage facilities, as the paper can be skidded straight from the car into the plant.

This method of shipment has been received enthusiastically by Northwest envelope makers, as it allows their stock to be shifted anywhere on the factory floor at a minute's notice, and eliminates the laborious task of unwrapping small lots of crated paper.

Shaffer Box Plant Progressing

Contract was let in the past few weeks to the Walesby Construction Co., of Tacoma, for erection of the buildings for the Shaffer Box Company's pulp mill in the same city. Work on the acid tower is considerably ahead of the rest of the plant. At the present writing the towers are well up in the air. The construction on this work is being directed by A. H. Lundberg of the G. D. Jenssen & Co. The mill, which will have a daily capacity of 50 tons of sulphite pulp, is scheduled for completion late this year.

Killam Looks Over Eastern Mills

President Lawrence W. Killam, of the B. C. Pulp & Paper Company, is in the East on an extended business trip and intends to visit several of the chief points of production in Quebec and Ontario as well as in the eastern states during his time away from the coast.

PAPER MAKER Open for Engagement

Practical paper maker with knowledge of ground wood and paper now in charge of a leading news print mill in the East desires change to another part of the country. Received practical experience in glassine manufacture in Europe. Also familiar with bag, kraft, envelope and writing manufacture but would prefer connection with news or kraft mill as that is my experience for the past seventeen years with the same concern.

Address reply, Box 17, Pacific Pulp and Paper Industry, 71 Columbia St., Seattle, Wash.

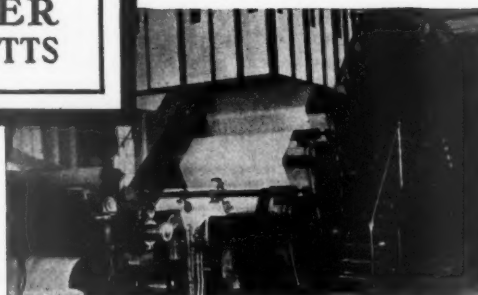
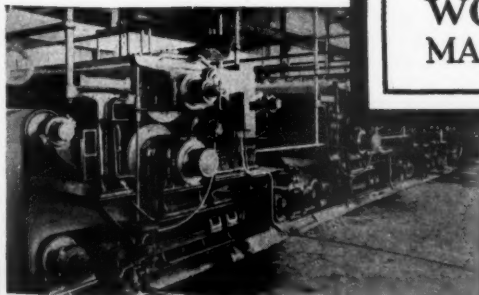
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Swedish Consul Explains Pulp Mill Lockout

The following letter from the office of the Royal Vice Consulate of Sweden points out that the recent lockout in Swedish pulp mills which terminated on April 8 after a duration of more than three months was solely a wage dispute and not an effort to correct a condition of over-production and low markets. The news item "Lockout Cuts Swedish Pulp Production," referred to in the letter below, which appeared in the April issue of PACIFIC PULP & PAPER INDUSTRY, intimated that the Swedish "pulp interests locked out their pulp workers in order to improve the market." Such a condition has been the general interpretation of the industry on the Swedish lockout. The letter explains:

Referring to our conversation regarding your recent article, "Lockout Cuts Swedish Pulp Production", I wish to confirm that the action of the pulp interests in locking out their workers was solely due to a dispute concerning wages. It is rather unfortunate that credit has been given to the rumor, that the lockout was brought about by the said interests in order to prevent a possible over-production, which, of course, was not at all the case, and I should thank you for bringing this to the attention of your source of information in this particular matter.

I greatly appreciate your promise to correct this misunderstanding in your next issue, and beg to remain,
Very respectfully yours,

ERIC BRATTSTROM,
Vice Consul of Sweden.

Seattle, Wash.

New Hope For West Company's Mill

Reports that new plans for financing the West Lumber & Pulp Co. of Aberdeen, Wash., were approved by Secretary of State J. Grant Hinkle and the major portion of the stock is now being subscribed in the East, with prospects that construction of the new mill will begin this spring, were given out in Aberdeen late in April. The West company plans a large pulp mill on Grays Harbor to cost in the neighborhood of \$2,500,000, but is understood to have had trouble financing the project. The company has long since signed with the city of Aberdeen for water from the city's industrial water system, now under construction.

The West company was incorporated in 1927, and it was announced at that time that it would permit the West sawmill to resume operations as well as build a large pulp mill on adjoining waterfront property at Junction City. The pulp mill site has been filled. The saw mill closed down early last year, after the Hayes & Hayes bank crash and has not operated since.

It is reported that most of the capital for the re-organized company will come from the East. Backers of the project left for New York to submit the plan immediately after details of its financing were approved by state officials.

Kelso Projects Still "In the Air"

Two paper mill projects at Kelso are still in the status of projects. Earl Knight, of Kelso, treasurer of the Kelso Paper Co., states that financial details for the new company are being worked out in Portland by the promoters of the concern there. This company has for its mill location the site of the former Kelso Shingle Co., a favorably situated tract on the Cowlitz river waterfront, with direct spur service from the Northern Pacific main line. Nothing has been done to improve the site as yet, for the proposed paper mill construction.

The West Paper Co. is the other project, with Seattle men as the promoters. The site of the former McLane mill, also on the Cowlitz riverfront in Kelso, has been held under joint option of the West Paper Co. and the Kelso Club for the past year. The Kelso Club, a civic organization, is cooperating with the promoters, in the effort to establish a new industry for the city. The latest news on the project was, on May 5, that the promoters in Seattle were negotiating for an extension of the option on the site, with E. J. McLane, of Seattle, its owner.

New Digester At Oregon Mill

Work on a new 11-ton digester and two new blow pits for the Oregon Pulp & Paper Co. mill at Salem, Ore., will be completed about June 1, according to officials of the company. The estimated cost will be \$30,050. When completed the improvements will increase the capacity of the plant by 25 per cent, or to about 110 tons daily of sulphite, thus making an almost perfectly balanced mill. The new digester will bring the total up to five. Each holds 20 cords of wood at one time and has a diameter of 15x49 feet. The new unit was being lined as this was written. The Oregon Pulp & Paper Co. makes a specialty line of sulphite bonds, greaseproof and glassine.

Bogan Transfers to Port Townsend

Mr. A. J. Bogan has resigned as assistant master mechanic at the Camas division of Crown Willamette Paper Co. and has accepted similar work with National Paper Products Co., Port Townsend, Wash. Mr. Bogan is a Wisconsin man, formerly an employee of the Valley Iron Works, Appleton, Wisconsin, and before taking up his work at Camas a few years ago, acted at West Linn, Oregon, in a similar capacity.

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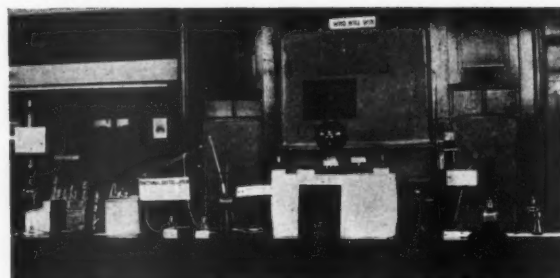
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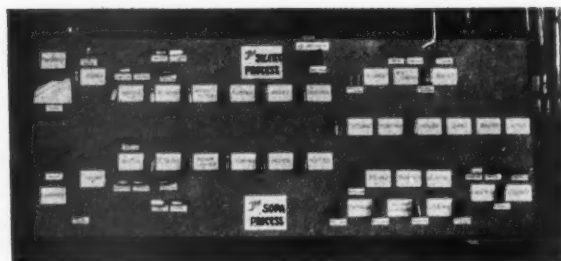
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Testing Apparatus Display Shown by U. of W. Students



Considerable Study Was Given to Sulphite Liquor Waste



A Flow Sheet Traced the Steps of Manufacture

University Supports Pulp Industry

By HAROLD HAUFF

Chairman, Engineers' Open House,
Chemistry Dept., University of Washington

The growing attention paid the pulp industry in the teaching of industrial chemistry was illustrated by the "open house" held by the students of chemical engineering at the University of Washington, April 13-14. For the last ten years the engineers have acted as hosts to all interested visitors on this occasion, with full displays of exhibits based on their work, but never before had the entire Chemistry building been given over to exhibits based on the utilization of wood, particularly in view of the pulp industry and its potential by-products.

The lower floor of the Chemistry building was occupied by a model pulp mill, equipped with small models of the most up-to-date machinery, designed to show processes in paper manufacture. Included were miniature beaters, digesters for both the sulphite and soda processes, drying apparatus, an acid tower ten feet high, evaporators, and full-size testing apparatus. The model machinery gave calculations as accurately as would be possible with full-size equipment.

Accompanying this were animated flow sheets showing each step in the transformation of raw wood into paper by the sulphite and soda processes, and a board of photographs of large pulp mills, including a panoramic view of the Hawley plant at Oregon City.

Exhibits based on tests to determine the physical properties of paper were next in order, with chemical analyses of the efficiency of different processes. Sheet mould testers with press and dryer and Mullen tester were in operation. Microscopes were available with specimens of the fibres produced beneath the lenses.

Other rooms were devoted to displays of wood products, especially by-products possible in the manufacture of paper. Much of this display was intended as education for the public in this department's work. Other exhibits showed experimental work of direct interest to local pulp manufacturers.

A possible solution to a vexing problem of the industry was found in the work done in the reclamation of new products from the sulphite liquor, generally regarded as a waste product, presented by M. A. Judkins, senior in chemical engineering.

"As long as two tons of wood only produce one ton of marketable product, the process is only 50 per cent efficient," said Mr. Judkins. "The disposal of sulphite liquor has been a serious problem. In many cases it is turned directly into the river, killing the fish. This was objected to on humane grounds . . . we are now trying to justify another method of disposal in terms of dollars and cents."

Studying Douglas Fir Sulphite

Production of lacquers of the duco type, paricymene (the best lacquer thinner), fungicidal sprays, and briquets, was shown to be possible from this liquid. The combustible charcoal and adhesive pitch necessary as a binder were both found present in this liquid waste. In addition, the action of the liquor on raw wood was found to produce the starting point of synthetic menthol.

Another display of interest to the trade was found in material based on a senior's thesis work in the determination of the qualities of Douglas fir. This wood had never yielded satisfactory results when experimented upon by the sulphite process, and it was thought that this might be due to the large amount of resin present. This senior had undertaken a series of experiments in the removal of resin, and experiments of the practicability of the pulp obtained will be conducted within the next two months. The exhibit showed each stage of the process, with full laboratory equipment.

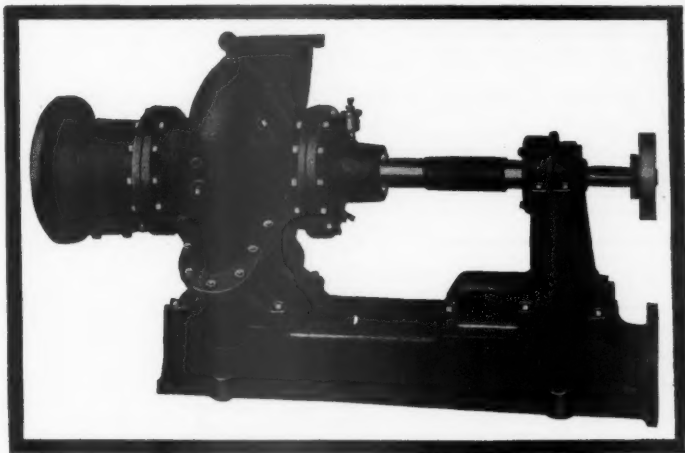
Other exhibits showed the development of commercially valuable chemicals from the waste products of the pulp industry, including nitro-cellulose produced through nitration of sulphite pulp, pyroxylin through the dissolution of nitro-cellulose in acetone and the new Dehnite explosive. The economic side of the competition of direct synthetic manufacture of these materials with their reclamation from pulp waste was not taken up. The display was intended to show the possibility of their reclamation.

New Manager Appointed in Denver

Charles W. Atkeson, formerly with the Carter Rice & Carpenter Paper Co. at Denver, has been appointed manager of the newly created coarse paper and cordage department of the Butler Paper Co. branch in that city. He assumed his duties on April 1.

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Monthly Boxboard Production

March production of boxboard, based on reports to the Department of Commerce by 91 firms operating 118 plants (reports for earlier months including four concerns now out of business) was 87.8 per cent of capacity, as compared with 87.9 per cent in February and 84.7 per cent in March, 1927. In the following table the capacity data vary according to the normal number of working days in each month:

MONTHLY BOXBOARD PRODUCTION

	Actual Production	Percent of Capacity
Jan.	203,146 173,629	84.6 72.3
Feb.	211,032 189,273	87.9 82.1
Mar.	227,802 219,824	87.8 84.7
Apr.	205,589	82.3
May	198,710	82.7
June	213,196	85.4
July	189,875	79.1
Aug.	232,723	89.7
Sept.	225,633	93.9
Oct.	226,141	90.8
Nov.	212,319	88.4
Dec.	186,920	74.8

Total production, 1927—2,473,832 short tons.
Average per cent of capacity operation, 1927—84%.

Key—

Actual production (short tons) 1928. _____
Actual production (short tons) 1927. _____
Per cent of capacity operation, 1928. _____
Per cent of capacity operation, 1927. _____

May Presage B. C. Paper Development

Control of the B. C. Electric Railway, largest producer of hydro-electric power in British Columbia, has been purchased by a syndicate representing the Nesbitt-Thomson Company and Sir Herbert Holt, both of which interests have played an important part in pulp and paper developments in Eastern Canada during the last few years.

The purchase was completed after several days of strenuous bidding started by a group of British capitalists headed by Viscount Rothermere and Sir Mackay Edgar. The price paid was close to \$60,000,000.

The B. C. Electric operates at present in the lower mainland and on Vancouver Island, supplying light and power in Vancouver, Victoria, New Westminster and nearby towns. The company was previously controlled in London and acquisition by Eastern Canadian interests is taken as significant of extensive develop-

ments in the near future, especially in the way of production of power for industrial purposes.

Whether these developments will have more than an indirect bearing on the pulp and paper situation is yet to be seen, pending definite announcements, but it is interesting to note that both the Holt and Nesbitt-Thompson interests have invested millions in Quebec and Ontario pulp and paper enterprises and that Holt is a director of half a dozen paper companies.

Dixon Visits Salt Lake Office

Lester A. Dixon, of the Dixon Paper Co. of Denver, made a business trip to the Salt Lake City branch late in April.

Canadian Exports of Pulp and Paper
February, 1928

The regular report of the Canadian Pulp & Paper Association shows that exports of pulp and paper from Canada in February were valued at \$15,771,788 which was an increase of \$1,983,746 over the previous month and of \$2,794,823 over February 1927.

Exports of woodpulp for the month were valued at \$3,403,212 and exports of paper at \$12,368,576 as compared with \$3,071,447 and \$10,716,595 respectively in January.

Quantities and values for the various grades of pulp and paper are as follows:

	February, 1928		February, 1927	
	Tons	Value	Tons	Value
PULP—				
Mechanical	14,371	\$ 374,921	13,545	\$ 385,800
Sulphite Bleached	18,064	1,339,896	17,043	1,304,609
Sulphite, Unbleached	14,845	739,701	15,036	828,042
Sulphate	15,084	893,046	11,840	721,310
Screenings	1,939	35,648		
	64,303	\$3,403,212	57,464	\$3,239,761
PAPER—				
News Print	183,414	\$11,822,383	141,199	\$9,277,781
Wrapping	1,736	187,309	1,210	134,706
Book (cwts.)	3,924	32,824	3,547	33,913
Writing (cwts.)	184	1,483	689	5,115
All Other		324,577		285,689
		\$12,368,576		\$9,737,204

INTERCOASTAL WATER BORNE SHIPMENTS OF PAPER
MARCH, 1928—(WESTBOUND)

From:	To—	Los Angeles	San Francisco	Portland	Seattle	Tacoma	Totals
Boston, Mass.		648	702	346			1,696
New York		1,046	1,810	1,214			4,070
Philadelphia		929	933				1,862
Baltimore		145	379				524
Norfolk		6	19				25
Other Atlantic Ports		425	574		2,083*	206	3,288
Gulf Ports		95	142		50		287
Totals		3,294	4,539	1,560	2,133	206	11,752

(EASTBOUND)

To:	From—	Los Angeles	San Francisco	Portland	Seattle	Tacoma	Totals
Boston, Mass.				346			346
New York			608	1,214			1,822
Philadelphia				235			235
Norfolk		1					1
Baltimore							
Other Atlantic Ports					11	1	12
Gulf Ports				82			82
Totals		1	608	1,877	11	1	2,498

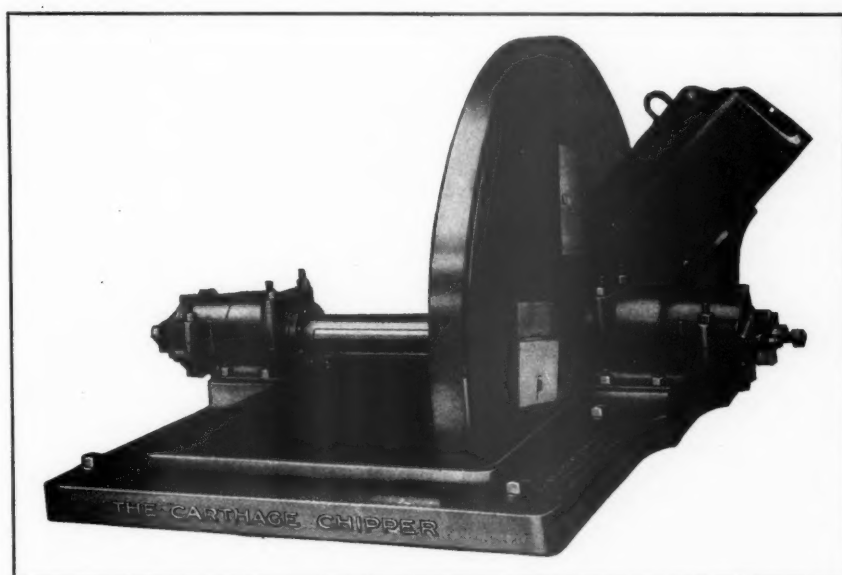
Pulp shipments included 20 tons from New York to San Francisco, 46 tons from other Atlantic Ports to Tacoma, 2,827 tons from Tacoma to Atlantic Ports; 250 tons from Boston, 250 tons from New York, 234 tons from Philadelphia and 82 tons from Gulf Ports to Portland.

San Francisco shipped 411 tons of magazines to Boston, Los Angeles shipped 680 tons of old paper to Boston and 13 tons old paper to New York.

*This figure includes shipments from all Atlantic Coast Ports.

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Carthage Machine Company

Carthage, N. Y., U.S.A.

Belleville, Ont., Canada

Founded 1894

When writing to CARTHAGE MACHINE CO. please mention PACIFIC PULP AND PAPER INDUSTRY.

News Print Production in March

The News Print Service Bureau Bulletin No. 123 shows that production in Canada during March, 1928, amounted to 197,976 tons and shipments to 190,305 tons. Production in the United States was 119,932 tons and shipments 113,752 tons, making a total United States and Canadian news print production of 317,908 tons and shipments of 304,057 tons. During March, 19,577 tons of news print were made in Newfoundland and 1,190 tons in Mexico, so that the total North American production for the month amounted to 338,675 tons.

The Canadian mills produced 87,843 tons more in the first three months of 1928 than in 1927, which was an increase of 18 per cent. The United States output was 36,796 tons or 9 per cent less than for the first three months of 1927. That in Newfoundland 3,522 tons, or 7 per cent more, and in Mexico 502 tons more, making a total North American increase of 55,071 tons, or 6 per cent over the first three months of 1927.

During March the Canadian mills operated at 80.3 per cent rated capacity and the United States mills at 79.7 per cent. Stocks of news print paper at Canadian mills totalled 47,657 tons at the end of March and at United States mills 34,638 tons, making a combined total of 82,295 tons, which was equivalent to 5.6 days' average production.

B. C. Pulp Production Continues Growth

Value of pulp and paper produced in British Columbia mills in 1927 is officially announced as \$18,505,000, a record for the province. There has been a steady gain in output since 1924. In 1922 production was only worth \$12,590,000. In 1923 it jumped to \$15,018,000, but it slipped back to \$13,983,000 the following year and in 1925 it rose to \$14,466,000. Output was valued at \$16,315,000 in 1926. Pulp and paper men would not be surprised to see the aggregate value top the \$20,000,000 mark this year as a result of increased capacity at Powell River, Woodfibre and Port Alice.

Senate Clears Way for Neah Bay Road

The U. S. Senate on April 24 passed a bill appropriating \$30,000 for the construction of a road on the Makah Indian reservation, on the extreme Northwest corner of Washington. The proposed road would connect with a trunk line road now partly constructed by Clallam county, and would give Neah Bay its first connection with the outside world by road. Great quantities of pulpwood are cut in the Neah Bay territory for the Washington Pulp & Paper Corp., at Port Angeles, Wash. Neah Bay is situated in one of the heaviest timbered regions of the United States, the stand in some instances running more than 200 cords to the acre.

PACIFIC COAST EXPORTS—FEBRUARY, 1928

	News Print		Book		Writing		Greaseproof		Wrapping	
	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds
From LOS ANGELES—										
To Canada					55	210				
To Mexico			73	606	159	460			605	6,148
To Australia									1,570	20,746
From SAN FRANCISCO—										
To Canada			19	95	22	265				
To Mexico									552	6,381
To Australia			1,987	45,059					6	50
To Philippines					166	761	274	2,500	1,199	25,017
To Orient					105	212			792	5,600
To Central America			307	4,894			148	691	510	3,054
To Colombia									18	300
To Venezuela			977	18,551						
To All Others					27	221			39	604
From OREGON—										
To Philippines	15,844	409,018							12,518	266,782
To Orient									3,768	76,197
From WASHINGTON—										
To Canada			1,249	17,574	544	2,742			1,496	10,267
To Australia			280	4,743						
To Philippines			1,833	31,150						
To Orient			1,459	21,013	10	56				
Totals	15,844	409,018	8,184	143,685	1,088	4,927	422	3,191	23,073	421,146

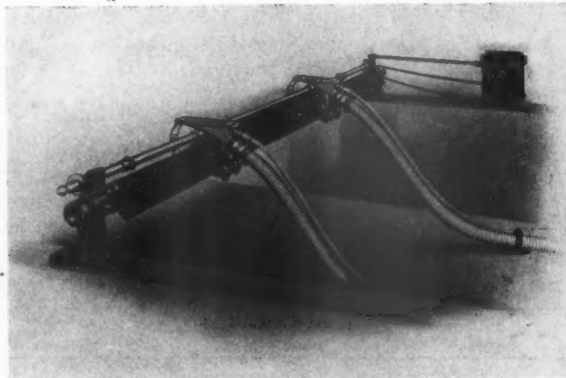
PACIFIC COAST EXPORTS—FEBRUARY, 1928

	Tissues		Box Board		Other Paper & Strawboard		Paper Bags		Boxes & Cartons	
	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds
From LOS ANGELES—										
To Mexico	774	6,253			45	105	99	1,000	55	940
All Others									70	643
From SAN FRANCISCO—										
To Canada			386	874	158	814	243	1,477	31	152
To Mexico	62	603					800	6,000		
To Australia	1,174	6,092	3,988	103,911	244	5,624	256	3,025	115	311
To Philippines			15	50			4,061	66,900		
To Orient	3,546	13,191	34,576	1,224,842	76	450			633	6,615
To Central America	293	2,270	1,600	5,411			243	1,540		
To Colombia			108	524						
Other So. America	128	623								
All Others	28	331	8,900	351,105			35	618	129	1,389
From OREGON—										
To Philippines			133	6,200						
To Orient							3,846	85,200		
From Washington—										
To Canada	973	11,265	4,906	100,514	174	1,007	227	3,310	60	156
To Orient	17	150			89	490				
Totals	6,995	40,778	54,612	1,793,431	786	8,490	9,810	169,070	1,093	10,206

Felts are always
clean—always in
perfect condition
and they stay that
way when equip-
ped with—

Vickery Felt Conditioners

*Built by the
Builders of the
Bird Screen,
the Bird Pulp
Screen and the
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*64 per cent of
all Vickery Felt
Conditioners
sold represent
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BIRD MACHINE COMPANY

South Walpole : : Massachusetts

When writing BIRD MACHINE CO. please mention PACIFIC PULP AND PAPER INDUSTRY.

Canada's Imports of Paper Products Increasing

Although Canada ranks as one of the world's leading producers of paper, it is importing paper products each year in increasing quantities, a trade bulletin just issued by the Commerce Department reveals. Last year these imports reached a value of \$11,360,000, an increase of more than \$3,000,000 over the figure for 1922. According to the bulletin, the explanation of this anomaly lies in the fact that Canadian production is chiefly confined to news print, of which type of paper Canada accounts for fully one-half of the world's output.

With but few exceptions paper products from the United States lead in Canada's paper import trade, last year comprising not far from 80 per cent of the total.

Hecht, Customs Expert, Visits Coast

Several cases of improper tariff classification of papers imported to the Pacific Coast were brought to light in the course of a visit to the West by Mr. John R. Hecht, customs expert of the Import Committee of the American Paper Industry. Mr. Hecht remained in Pacific Coast territory for several weeks, working north from the Southern California territory, and returning to his offices in New York City late in April.

"The Import Committee," Mr. Hecht explained, "co-operated with the American Paper & Pulp Association and has been formed to combat unfair competition of foreign paper in the American market. Due to the great number of kinds of paper the officials of the U. S. Customs Service often find it difficult to make the proper classification of imported papers and to assess the import duty which the law prescribes. Under the circumstances foreign papers are often entered under the wrong classification and get on the market with a

low tariff that works to the disadvantage of American manufactured papers."

Due to the comparatively much smaller importations on the Pacific Coast the West has not been receiving the same attention on the part of the Import Committee. Mr. Hecht's visit was for the purpose of acquainting customs officials and men in the paper industry with the workings of the Import Committee and to aid in the correction of import violations. He reported that several instances of improper paper classification had been brought to light. Having served many years with the U. S. Customs Service and being an expert on paper classification Mr. Hecht has unique qualifications for his work as a connecting link between the paper industry and the government, as represented by the Customs Service.

Mr. Hecht reported good response from the Pacific Coast mills in the matter of supporting the work of the Committee.

Will I. P. Enter British Columbia?

Reports that the International Paper Co., recently active in eastern Canadian news print mergers, was negotiating for control of a British Columbia mill are discounted by company executives in Vancouver. They say that International, so far as they know, is confining its interest to the East and that its only plans involving development west of the Rockies concerned a tract of timber in Alaska now being surveyed by the Zellerbach company. That deal, so far as International is concerned, has fallen through, according to Vancouver advices. Participation of International Harvester Co. in the financing of Canadian Forest Products, Ltd., at Beaver Cove, may have been responsible for the reports due to a conflict in names, it is thought.

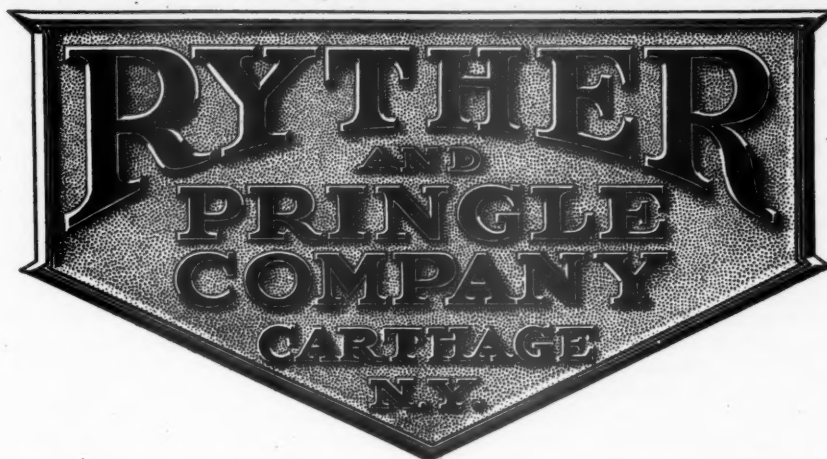
PACIFIC COAST IMPORTS—FEBRUARY, 1928

	News Print		Printing Paper		Writing		Greaseproof		Wrapping		Tissues	
	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds
To LOS ANGELES—												
From Canada	174,629	5,222,573	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
From Sweden	45,570	1,703,800	-----	-----	-----	-----	-----	-----	1,702	38,933	-----	-----
From Norway	3,820	141,940	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
From Finland	1,313	39,720	4,306	84,409	-----	-----	-----	-----	-----	-----	-----	-----
From Germany	-----	-----	-----	-----	238	252	-----	-----	-----	-----	-----	-----
From Other European	-----	-----	-----	-----	943	1,364	-----	-----	-----	-----	-----	-----
From Orient	-----	-----	118	500	33	177	-----	-----	-----	-----	-----	-----
To SAN FRANCISCO—												
From Sweden	-----	-----	6,215	113,874	-----	-----	-----	-----	-----	-----	-----	-----
From Germany	-----	-----	1,152	13,135	1,170	4,067	-----	-----	-----	-----	-----	-----
From Other European	-----	-----	2,985	2,713	269	2,167	-----	-----	-----	-----	-----	-----
From Orient	-----	-----	18	6	75	292	-----	-----	-----	-----	44	127
To OREGON—												
From Germany	-----	-----	-----	-----	52	258	-----	-----	-----	-----	-----	-----
To WASHINGTON—												
From Canada	288,102	8,806,769	-----	-----	77	163	-----	-----	-----	-----	-----	-----
From Sweden	64,772	2,423,295	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
From Germany	-----	-----	765	20,787	96	200	-----	-----	-----	-----	-----	-----
From Orient	-----	-----	-----	-----	131	705	-----	-----	-----	-----	-----	-----
Totals	578,206	18,338,095	15,559	235,424	3,084	9,645	-----	-----	1,702	38,933	44	127

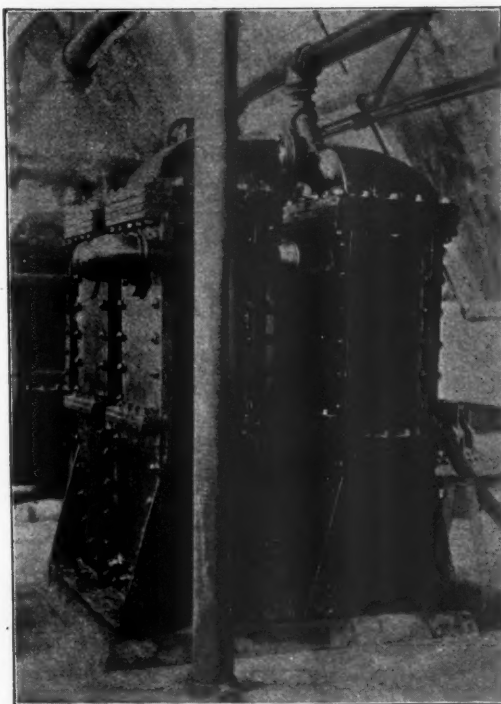
PACIFIC COAST IMPORTS—FEBRUARY, 1928

	Pulpwood		Mechanically Ground Pulp		Bleached Sulphite		Unbleached Sulphite		Unbleached Sulphate		Other Wood Pulp	
	Dollars	Cords	Dollars	Tons	Dollars	Tons	Dollars	Tons	Dollars	Tons	Doll.	Tons
To LOS ANGELES—												
From Sweden	-----	-----	11,044	250	-----	-----	-----	-----	47,168	1,000	-----	-----
To SAN FRANCISCO—												
From Canada	178,778	5,429,940	3,156	119	-----	-----	-----	-----	1,877	56	-----	-----
From Sweden	78,015	2,854,196	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
To OREGON—												
From Finland	-----	-----	3,034	150	-----	-----	-----	-----	-----	-----	-----	-----
To Washington*—												
From Canada	-----	-----	-----	-----	8,878	129	3,938	220	-----	-----	-----	-----
Totals	256,793	8,284,136	17,234	519	8,878	129	3,938	220	49,045	1,056	-----	-----

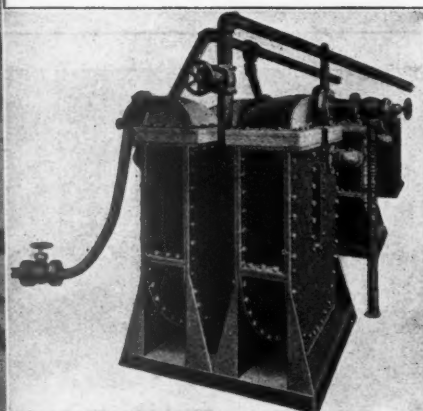
*Washington imported 1,033 cords of poplar and other pulpwood at \$6,117, from Canada.



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SULPHITE RELIEF GAS



**INCREASES CAPACITY
SAVES FLOOR SPACE
RECLAIMS WASTE HEAT**

The Wolf Relief Gas Cooler consists of a unit made up of 1/2" lead tubes assembled in a cast iron case. The water chamber is built for pressure operation and the counter flow principle utilized. Each unit has 100 sq. ft. of heating surface and is 4 times as efficient as an open cooler. The cooling water can be used for flooding purposes.

FOR CANADA REFER

CANADIAN INGERSOLL-RAND COMPANY, LIMITED
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Propose B. C. Pulp Mill

Although principals of the Oregon-Canadian Pulp & Paper Co. state they are not ready to make public the details concerning their organization, it is reported that plans for construction are receiving tentative consideration and that actual work will be started in about six months. The proposed mill will be located in British Columbia, although the exact site was not learned. Options are said to have been taken on two or three large tracts of timber, thus insuring an adequate supply of raw material for several years. The matter of financing the venture is understood to be progressing satisfactorily.

A conference between officials of the company and Mr. C. C. Hockley, Portland pulp and paper mill engineer, was held last month, and it is believed that Mr. Hackley will be retained as consulting engineer when plans for the project are further along.

The organization was incorporated last December by E. F. O'Flynn, L. L. Koeper and Roy Ames, who have offices at 1210 Yeon Building, Portland.

Tumwater Mill Re-elects Officers

All officers and directors with the exception of one were re-elected at the meeting of the stockholders of the Tumwater Paper Mills, Tumwater, Wash., held on April 9.

The new board of trustees named by the stockholders includes the following: T. Osmund, Olympia; W. H. Trindle, Salem, Oregon; C. J. Lord, Olympia; H. S. Gile, Salem; Donald McInnes, Olympia; Virgil Baker, Olympia; Carl A. Schram, Portland. All were re-elected with the exception of Mr. Schram. The new member is now connected with the Parker-Schram

company of Portland, general contractors. Mr. Schram was formerly with the Crown Willamette company in Oregon and later was resident manager of the Pacific Mills, Ltd., of Ocean Falls, B. C., a subsidiary of the Willamette company.

Following the stockholders' meeting the board of trustees re-elected the following officers: T. Osmund, president; W. H. Trindle, vice president; Ralph L. Shepherd, secretary-treasurer; W. C. Moore, assistant secretary-treasurer.

A bond issue of \$500,000 was authorized at the meeting, and bonds will be issued to provide working capital if this move is deemed necessary by the company's officers.

Conferring With Prince George Interests

One of the reasons for Hon. T. D. Pattullo's present visit in eastern Canada, it is reported in British Columbia government circles, is his desire to confer with some of the principals of the Prince George pulp and paper scheme. Mr. Pattullo is minister of lands in the provincial government and he has been active in negotiations for the reduction of taxes and acquisition of power rights by the syndicate. Advices from the east recently indicate that plans for the establishments of the mill are likely to materialize during the present year.

Powell Chief Visits Coast

Dr. D. F. Brooks, president of the Powell River Co., was a recent visitor to Vancouver and Powell River, where he conferred with executives of the company before returning to his home in Minneapolis. His main purpose in coming to the Coast at this time was the recent closing down of the Brooks-Scanlon logging camp at Stillwater, B. C.



Hayton Stock Pumps in New Hawley Groundwood Mill

Centrifugal Pumps

in the New Groundwood Mill of the Hawley Pulp & Paper Co., Oregon City, Oregon

Our line of centrifugal **stock** pumps has been carefully developed over a period of several years.

Write for information about our Agitator Pumps.

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APPLETON, WIS.

Western Representative: Woodbury & Wheeler Co., 55 Second St., Portland, Ore.

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Alaska Paper Mill Surveys Continue

Two field parties under the direction of Don Meldrum are at work in Alaska making intensive and detailed surveys in the field looking toward the establishment of two huge paper mills in the Northern territory. Although reports from the field are meager it is learned that one party is using a floating camp to cruise the territory in the pulp timber award made last year to George T. Cameron, San Francisco publisher.

Surveys are scheduled for the North shore of Icy Strait and later for the west shore of Admiralty Island in the Juneau district.

Another party under the direction of Mr. Meldrum will survey the territory in the vicinity of Ketchikan. No report of the chosen locations has been made, and probably will not be made before the close of the year, but unofficial advices have it that the Zellerbach project, which is to be located in the pulp timber area near Ketchikan, has under favorable consideration a location on Revilla Island, on which Ketchikan is situated.

Will Print B. C. Fruit Wrap

The New Westminster Paper Co., New Westminster, is installing a large printing press and will be equipped to supply printed fruit wraps this season. It will be the first plant in British Columbia so equipped, all fruit wraps bearing inscriptions having been hitherto imported. The use of printed wraps will be adopted to a much larger extent than ever before by the fruit industry of the province with a view to furthering the advertising of British Columbia orchard produce.

Only a small percentage of the orchard crop of the Okanagan and other British Columbia fruit districts is now shipped without paper packing, and the operations of the newly appointed Committee of Direction, which controls the sale of practically the entire fruit crop of the province, is expected to further reduce this percentage.

Paper Hat Bags for Awkward Packages

Paper hat bags are a Dallas hardware dealer's solution to the problem of wrapping awkward packages. He uses the bag for such things as small toy wagons, dish pans and other merchandise which is hard to wrap.

During a recent sale, he made a check on the efficiency of the paper bag wrapping idea and found that a clerk could deliver four dish pans in hat bags to one wrapped and tied. This facility of handling and the convenience to the customer more than paid for the bags, he felt, without taking the cost of wrapping paper and cord into consideration.

Lubrication Engineer Resigns

Mr. W. F. McKenzie, who has been employed as lubrication engineer and oil expert by the Crown Wilmametter Paper Co., for several years, has resigned from the company's employment, effective May 1. Mr. McKenzie was formerly sales engineer in the oil department of the W. P. Fuller Co., of Portland, Ore., and has made a special study of lubrication problems.

BROUGHTON

SYSTEMS

Enables large paper machines to start up and operate on full drying capacity in 30 minutes or less.

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